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# Briefly...New York

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## **On the Horizon**

### **NALS Region I Conference**

Sept. 16-18, 2011

Howard Johnson Conference Center  
155 Riverside St.  
Portland, ME 04103  
(207) 774-5861

### **NALS 60<sup>th</sup> Education Conference & National Forum**

October 12-16, 2011

Hyatt Regency Cincinnati  
151 W. Fifth Street  
Cincinnati, OH 45202  
(513) 579-1234

## **Our Leaders**

### **President**

Marion Sarcuni, PLS  
msarcuni@bakerlaw.com  
mismarion@optonline.net

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### **Parliamentarian**

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### **Immed. Past President**

Denise Altruda, PLS  
denise@lskesq.com

Marion Sarcuni, PLS

## **FROM THE PRESIDENT...**

Dear Friends and Colleagues,

We are very different people. Most of us, outside our professional lives, are wives, mothers, and caregivers. One is a scout leader, another professionally sings, and another will not miss a zumba class. With all our varied interests and lifestyles, we have a common thread: our dedication to the legal profession and our quest for knowledge.

In each of our very own unique styles, we can bring to the table ways that we *Engage! Inspire! Enhance! Promote!* – not only among ourselves, but to new members as well.

I am looking forward to the Region Meeting – and on the menu are seminars on Bankruptcy, Foreclosures, and Social Media – to name just a few! The weekend is well-planned with a welcome party on Friday, through to its closing on Sunday. Many members have taken the opportunity to learn from our guest and keynote speakers, and I hope to see a lot of familiar faces, and some new ones, too!

My door is always open to each and every one of you. If there is anything that I can do, just call, write, or shoot me an email.

See you soon!

*Marion*

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Farming looks mighty easy when your plow is a pencil and you're a thousand miles from the cornfield.  
– Dwight D. Eisenhower

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engage  
inspire  
enhance  
promote

**2011 NALS REGION ONE CONFERENCE**  
**September 16-18, 2011**

**Engage! Inspire! Enhance! Promote!**

Howard Johnson Conference Center  
155 Riverside St.  
Portland, ME 04103  
(207) 774-5861

Room Rate is \$105 per night plus ME tax at 7%\*\*  
Reservations at this group rate valid until September 1, 2011

**Please make sure to call the hotel directly at 207-774-5861 for faster service with your reservation and tell them you are with NALS Region 1 to receive the group rate!**

**The cancellation deadline for registrations for this conference is August 1, 2011. Due to financial commitments made by NALS Region 1 in advance to hold these educational seminars, no refund can be given for cancellations after August 1, 2011.**

**SCHEDULE OF EVENTS (Tentative-Subject to Change)**

**Friday, September 16, 2011: 6:00 pm** Welcome Party

**Saturday, September 17, 2011**

7:45 – 8:45 am	Breakfast/Registration	12:00pm – 1:15 pm	Luncheon
8:45am - 9:00am	Welcome/Announcements	1:15pm – 2:30 pm	Social Media-TBA
9:00am - 10:15am	Bankruptcy-TBA	2:30pm - 2:45 pm	Afternoon Break
10:15am – 10:30am	Morning Break	2:45pm – 4:15 pm	Keynote Speaker-TBA
10:30am – 11:45am	Foreclosures-TBA		

**Sunday, September 18, 2011**

8:00 - 9:00 am	Breakfast	10:00 - 10:20 am	Morning Break
9:00 – 10:00 am	State Meetings	10:20 - 11:50 am	Region Town Hall Meeting*

\*Will include Foundation Raffle.

Member registration

- Engaging Package<sup>1</sup> is \$100.00, postmarked by June 17, 2011.
- Inspiring Package<sup>2</sup> is \$80.00, postmarked by June 17, 2011.
- Enhancing Package<sup>3</sup> is \$65.00, postmarked by June 17, 2011.

Non-member registration

- Engaging Package is \$125.00, postmarked by June 17, 2011.
- Inspiring Package is \$105.00, postmarked by June 17, 2011.
- Enhancing Package is \$90.00, postmarked by June 17, 2011.

Full Time Students

- Engaging Package is \$50.00, postmarked by June 17, 2011.
- Inspiring package is \$45.00, postmarked by June 17, 2011.
- Enhancing Package is \$35.00, postmarked by June 17, 2011.

Promoting Package is \$15.00 per seminar postmarked by June 17, 2011

Guest Meal Package<sup>4</sup> is \$55.00 postmarked by June 17, 2011

**Add an additional \$10 for Late Registration Deadline: July 15, 2011**

**Registration Form**

Name: \_\_\_\_\_ First Name for Badge: \_\_\_\_\_  
 Address \_\_\_\_\_  
 Home Phone (\_\_\_\_) \_\_\_\_\_ Office Phone (\_\_\_\_) \_\_\_\_\_ Cell Phone \_\_\_\_\_  
 Fax (\_\_\_\_) \_\_\_\_\_ Preferred E-mail: \_\_\_\_\_  
 Employer \_\_\_\_\_  
 Certification: \_\_\_ PP \_\_\_ PLS \_\_\_ ALS \_\_\_ Other (Please indicate) \_\_\_\_\_  
 Chapter \_\_\_\_\_ County \_\_\_\_\_ State \_\_\_\_\_  
 Office/Chairmanship/Committee Position Held: \_\_\_\_\_  
 (please indicate local/state/national)

Will this be your first time at a Region 1 Conference? \_\_\_ Yes \_\_\_ No

Please make checks payable to NALS Region 1 and mail to: Toni VanSchaick, PP, PLS  
 NALS Region 1 Director  
 10 Edwin Street  
 Bay Shore, NY 11706

<sup>1</sup> Engaging package includes all Friday evening; Saturday meals and breaks; Saturday education programs; Sunday meal and break; and Sunday meetings.  
<sup>2</sup> Inspiring package is Saturday breakfast; all education programs; Saturday coffee breaks; and Saturday lunch;  
<sup>3</sup> Enhancing Package is all education programs; Saturday coffee breaks and Saturday lunch.  
<sup>4</sup> Guest Meal package includes Friday evening; Saturday breakfast and lunch; and Sunday breakfast.

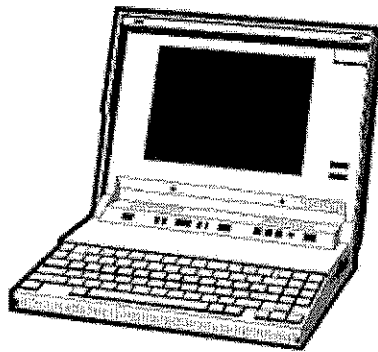
<p align="center"><b>SWEEPSTAKES TICKET</b></p> <p align="center"><b>Please print</b></p> <p>Name: _____</p> <p>Address: _____</p> <p>_____</p> <p>Phone: _____</p> <p>\$3.00 per ticket; 5 tickets for \$10.00; or buy 20 tickets for \$20.00 and receive a premium ticket for a Premium Prize.</p>	<p align="center"><b>RECEIPT</b></p> <p>Proceeds benefit the NALS Foundation, a 501(c)3 nonprofit education foundation. Drawing to be held September 18, 2011 in Portland, ME, at the NALS Region 1 Conference.</p> <p align="center"><b>You need not be present to win.</b></p> <p align="center"><b>Aquamarine Ring</b></p> <p align="center">Return tickets to: Toni VanSchaick, PP, PLS NALS Region 1 Director 10 Edwin St. Bay Shore, NY 11706</p>
<p align="center"><b>SWEEPSTAKES TICKET</b></p> <p align="center"><b>Please print</b></p> <p>Name: _____</p> <p>Address: _____</p> <p>_____</p> <p>Phone: _____</p> <p>\$3.00 per ticket; 5 tickets for \$10.00; or buy 20 tickets for \$20.00 and receive a premium ticket for a Premium Prize.</p>	<p align="center"><b>RECEIPT</b></p> <p>Proceeds benefit the NALS Foundation, a 501(c)3 nonprofit education foundation. Drawing to be held September 18, 2011 in Portland, ME, at the NALS Region 1 Conference.</p> <p align="center"><b>You need not be present to win.</b></p> <p align="center"><b>Aquamarine Ring</b></p> <p align="center">Return tickets to: Toni VanSchaick, PP, PLS NALS Region 1 Director 10 Edwin St. Bay Shore, NY 11706</p>
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*Another benefit for members,  
save this information for future use!*

### **Own a Personal Computer?**

Why take your computer for repairs or call for in home service when it can be repaired, over the Internet at half the cost? You now have your own Tech person.

**Call for a FREE consult!**



Mention NALS and get a 10% discount for anything done by this Army disabled vet who will help fix your laptop or PC whether it be a tune-up, or protecting from malware, spyware, software viruses or just when you need to know something.

Call (386-252-4705)...  
or go to [www.gastonnetworks.com](http://www.gastonnetworks.com) (since 1998) and tell Brad you are NALS' member and receive a 10% discount.

Some good advice from the April 15, 2011 edition  
of the newsletter Bottom Line Personal:

When e-mailing or texting to business associates, choose your words carefully so that you don't sound harsher than intended. Avoid changing meeting times or places via text or e-mail – not everyone checks his/her phone or e-mails often.

Do not give negative feedback via text or e-mail – do this in person.

Never text or e-mail an apology – apologize in person or via phone if you can't meet the person ace to face.

Never resign from a position via text or e-mail; It is seen as unprofessional, and you may need a reference in the future, so don't burn bridges.

- Barbara Pachter, Business Etiquette Specialist, Cherry Hill, NY



Dos and don'ts of resumes for seasoned job seekers:

Do provide your cell phone number and e-mail address, but don't list a fax number – it makes you seem dated.

Devote at least half a page to your most recent experience – resumes now can be longer than one page.

Don't start with an objective – open with a summary explaining what you can do for the company.

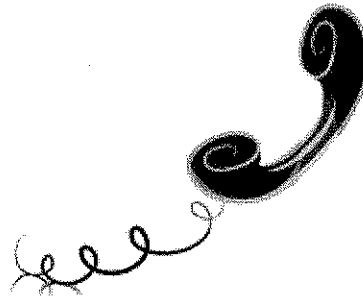
Don't use cliches such as motivated, innovative, results-oriented and similar words. Don't give experience from more than 15 years ago unless it is truly outstanding.

Don't reveal when you got your academic degrees.

What else to do: If you have had a period of self employment, make it a selling point by mentioning specific projects you handled and by naming clients.

- Wendy Enelow, Resume Writer and Career Coach.

It Pays to Use a Corded Phone  
(taken from a phone co. insert)



© bryce design studio \* www.Cfpartof.com/219855

Did you know that during a power outage, a corded telephone could continue to provide dial tone where a cordless phone might not? That's because it's hard-wired and plugs directly into a telephone jack. Unlike a cordless phone, a hard-wired or corded phone can work without household electricity. Additionally, a hard-wired corded phone is also the better choice to protect your privacy when providing credit card information or other sensitive data over the telephone. It's technically possible to intercept conversations or information entered on a cordless phone by using anything from a sophisticated eaves-dropping device to a simple baby monitor. Using a hard-wired, corded phone can help protect your financial information and reduce the risk of identity theft.

**NALS OF NEW YORK, INC.  
PAST PRESIDENTS**

1960-1961	Ethel Gage, Deceased	Orange County
1961-1962	Marie Cognata	New York City
1962-1963	Betty Clemons	Oneida County
1963-1966	Evelyn Hodgson, Deceased	Onondaga County
1966-1969	Mary Ann (Crotty) Willets	Rensselaer County
1969-1971	Ruth Grosse, PLS, CLA	Queens County
1971-1973	Vivian Robilotto	Broome County
1973-1974	Anna Belle Webb	New York City
1974-1977	Tanya L. Reister	Broome County
1977-1979	Rose Mary Withun	Nassau County
1979-1981	Kathryn A. Long, Deceased	Rensselaer County
1981-1983	Joan I. Belsen, PLS	Suffolk County
1983-1985	Anita Cottrell, PP, PLS	Onondaga County
1985-1987	Kay Winpen	Ulster County
1987-1989	Beverly Comstock, PLS	Broome County
1989-1991	Wanita Parker, Deceased	Saratoga County
1991-1993	Clara G. Smith	Westchester County
1993-1995	Blanche D. Scharfenberg	Suffolk County
1995-1997	Dawn Santos	Orange County
1997-1999	Barbara Knoles, PP, PLS	Suffolk County
1999-2000	Mary Ann Schroder, PP, PLS	Nassau County
2000-2002	Terry Thomas	Ulster County
2002-2003	Mary Ann Schroder, PP, PLS	Nassau County
2003-2004	Mary Ann Schroder, PP, PLS	Nassau County
2004-2005	Cheryl A. Zeranti, PP, PLS	Suffolk County
2005-2006	Cheryl A. Zeranti, PP, PLS	Suffolk County
2006-2007	Diane Lynch, PP, PLS	Suffolk County
2007-2008	Denise Altruda, PLS	Suffolk County
2008-2009	Denise Altruda, PLS	Suffolk County
2009-2010	Denise Altruda, PLS	Suffolk County

**☆ AWARD OF EXCELLENCE ☆**

1995	Beverly Royce Aulman, PLS	Nassau County
1996	Anita Cottrell, PP, PLS	Onondaga County
1997	Rita Buckley	Suffolk County
1998	Florence A. Smith	Westchester County
1999	Barbara Knoles, PP, PLS	Suffolk County
2000	Terry Thomas	Ulster County
2001	Mary Ann Schroder, PP, PLS	Nassau County
2002	Cheryl A. Zeranti, PP, PLS	Suffolk County
2003	Denise Altruda, PLS	Suffolk County
2004	Diane Lynch PP, PLS	Suffolk County
2005	Antoinette B. Van Schaick, PP, PLS	Suffolk County
2006	Josephine Ramon, PLS	Nassau County
2007	Christine A. Mersand, PLS	Lower Hudson Valley
2008	Marion Sarcuni, PLS	New York City
2009	Gina Negrin, ALS	New York City
2010	Christine O'Connor, PLS	New York City
2011	Joyce Margraf (posthumously)	Suffolk County

### EDITORIAL POLICY

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### ☆☆ CHANGE OF MEMBER INFORMATION ☆☆

To update your member information, please fill out the form below and return it to your Editor by mail or e-mail - Christine A. Mersand, PLS, P.O. Box 362, Pawling, NY 12564 - e-mail: cmersand@hotmail.com.

Name: \_\_\_\_\_  
Chapter: \_\_\_\_\_  
Address: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
E-mail address: \_\_\_\_\_

»»» NEXT BULLETIN DEADLINE: November 1, 2011 «««