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August 2010

REGION 1

Connecticut, Maine, Massachusetts, New Hampshire, New York, Rhode Island, Vermont

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“Special Acknowledgments”

Welcome to the following new members!

June 7, 2010	Denise Garrido	Regular Member-NALS of New York City
July 13, 2010	Marilyn E. Reilly	Student-NALS of Southern Maine
July 16, 2010	Joanne M. Evangelista	Student-CT Member at Large

We hope you will Think Big with NALS and make the most out of your membership this year!

Congratulations to all members who have renewed since the June 2010 Region 1 Newsletter:

April 30, 2010:	Deborah E. Nickerson, PP, PLS	Maine
	Martha A. Phillips, PP, PLS	Maine
	Florence A. Smith	New York
	Flor Zervoudis	New York
May 31, 2010:	Kathleen Marsh	Rhode Island
	Ruth E. McCluskey,	Maine
	Maxine S. Papaconstantinou, ALS	Massachusetts
June 30, 2010:	Gloria S. Aurelio, ALS	Maine
	Linda C. Livingstone, PLS	Massachusetts
	Deborah E. Roach, ALS	Maine
July 31, 2010:	Kelly J. Foster, ALS	Maine
	Mary A. Gagliardi	New York
	Kathleen A. Harkins, ALS	Maine
	Janet Miller	Maine
	Christine O'Connor, PLS	New York
September 30, 2010	Christine Mersand, PLS	New York

Think Big 2010!

The Membership Count as of August 4, 2010 is 104, which is as follows:

Connecticut:	1	New Hampshire:	0	Vermont:	1
Maine:	38	New York:	53		
Massachusetts:	7	Rhode Island:	4		

Overall, we had a decrease of 14.04% from March 2010 to July 2010, which is a further 2.57% decrease from June to July. Furthermore, we are down by 25.71% from July 2009, which is a further overall decrease of 2.14% overall. Both are the largest of all of the regions; therefore, Team Turquoise remains in last place.

My recommendation is that we need to become more proactive in getting our members to renew. We also need to find out why the members are not renewing and see what, if anything can be done to change their minds.

One of the states in the mid-west had tried offering a payment plan to members renewing their dues. A notice would go out to members around the same time NALS sends out their renewal notices that members could pay their membership dues in three installments. The installments would be sent to the member's chapter and upon receipt of full payment of the membership dues from the renewing member, the chapter would send in the dues for the renewing member. This may be an option we could offer in states where there are chapters.

In states where there aren't organized chapters, the payments could be made to NALS Region 1, and upon full payment, the Region Director could forward the dues for the renewing member.

Also, as a reminder, if each member recruited one new member, we could double our region's membership, but if each member recruited **five new members**, not only would each current member have his/her national dues waived, but our region's membership would also amount to 520 members! **WOW!**

To encourage your participation, I have provided a NALS Membership Application in this newsletter. **See page 5.**

To get credit toward having your national dues waived, place your name and membership number, in the spots designated for "Sponsor's Name" and "Sponsor's Member Number". Your member number can be found on your membership card. When your recruit submits the application with your information on it, you will get the credit. It's that easy!

Make sure you keep track of the names of the recruits to whom you give applications. You will need this information when it is time to renew your membership and receive your dues waiver.

See more suggestions and another Think Big incentive in the Region 1 Conference Recap, which is included in this newsletter.



Application for Membership in NALS...the association for legal professionals

Date: _____
Chapter Name: _____
Name: _____
Home Address: _____

Employer: _____
Position Title: _____
Business Address: _____

Preferred Mailing Address: Home Business
Telephone: _____
Home: _____
Business: _____
Fax: _____
Date of Birth: _____
Would you like to receive monthly legal education via e-mail?
 Yes No

Preferred e-mail address: _____

Your Specialty:
 Law Office Management Criminal
 Business/Corporate Bankruptcy
 Probate/Estate Planning Taxation
 Court Personnel Administrative
 Litigation Government
 Family Real Estate
 Other (specify): _____

Age: Under 25 25-35 36-45
 46-55 Over 55

Years Worked in the Legal Profession:
 0-1 2-5 6-10 11-15 16-19 Over 20

Lawyers in Office:
 0 1 2-5 6-10 11-20 21-49
 Over 50

Type of Legal Office:
 Law Office Self-employed
 Corporate Legal Department Court System
 Government Services Other

Sponsor's Name: _____
Sponsor's Member Number: _____

Check Membership Category/Categories Applied For:

Dues
 \$175 International Membership (US Currency Only)
 \$143 New Member Dues
 \$53 Associate Member (educators, judges, attorneys)
 \$19 Student Member (minimum 9 credit hours required)

Total Due \$ _____

Payment Method

Payment must accompany application.

Make Checks payable to: NALS®

Check One: Check or Money Order Visa
 MasterCard Discover

Account Number from your Credit Card:

--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--	--

Expiration Date: Month _____ Year _____

Credit Card Signature: _____

There will be a \$20 charge for returned checks.

Return This Form and Payment to:

NALS...the association for legal professionals

8159 East 41st Street

Tulsa, OK 74145

or Fax To: (918) 582-5907

Questions?

Call (918) 582-5188 and ask for the member services department

I agree to be bound by the Code of Ethics of NALS and the
Bylaws and Standing Rules of NALS.

Applicant's Signature _____

Membership is nontransferable.

*Please send a copy of this application to your local
membership chair.*

NALS...the association for legal professionals

Recap of Region 1 Conference
July 9-11, 2010
Hampton Inn, Sturbridge, MA

Prepared by: Toni VanSchaick, PP, PLS, Region 1 Director

Friday night began with our Welcome Party. Dinner and NALS Bingo were scheduled, but since there was such an ebb & flow to the camaraderie, I didn't have the heart to break it up. Instead, I let the members and guests in attendance decide. Unanimously, it was decided to continue with the ebb & flow. I believe this was the perfect beginning to the weekend ahead!

Saturday morning, we all met for free hot breakfast in the hotel dining room. (There were 9 conference registrants out of a membership of 107.) Some of us made our own Belgian waffles. It was so easy a caveman could've done it! Well, I'm no caveman, but I dread cooking, so if I was excited about it, it definitely was easy!

I sat with Marion Sarcuni, PLS, President, NALS of New York, and Maxine Papaconstantinou, ALS, a member at large from MA. She gave us both insight as to what was happening in MA and expressed that although employment opportunities were slim-pickings in MA, she also felt that there were former MA members who were interested in NALS membership again and possibly forming a chapter.

Just after 9 a.m., our first speaker, Katherine Robertson, Esq., from Springfield, MA, arrived and dove right in to her presentation on *Changes to the Federal Rules of Civil Procedure*, which encompassed information about service of pleadings, discovery, and motions; expert witness testimony, and electronic discovery, to name a few. Although it was very technical, she was very informative and made it simple enough to walk away with a basic understanding.

Our next speaker was Michele Feinstein, Esq., from Springfield, MA, who is the employer of Linda Livingstone, PLS, another member at large from MA. Ms. Feinstein spoke to us about *Medicaid Rules and Trusts*. Talk about thinking big and imagining the possibilities. Imagine the possibilities of what could happen if you don't adequately plan for the future. Those are possibilities I would prefer not to imagine. Afterwards, Ms. Feinstein joined us for lunch, as did our final speaker, Doug Nichols, Esq., from Ludlow, MA.

After lunch, education resumed at 2:00 p.m., and Mr. Nichols spoke to us about *Collaborative Law* mainly in matrimonial practice and family law, although he said it could be used in probate law and commercial litigation, where it is expected that a familial or business relationship will continue and you want dealings to remain amicable and cordial. Imagine the possibility of being able to settle a divorce amicably, without all of the nastiness and protracted litigation. Imagine the possibility of being able to not only speak to your spouse about the divorce but your spouse's attorney (and vice versa) without hesitation or fear that what you (or your spouse) say will be used to cut you to the bone! I would love to be able to have a collaborative law divorce in my office. (I suppose I can always imagine!)

Mr. Nichols was very straightforward and honest in his presentation. He was not afraid to answer our tough questions, and he seemed very much in favor of Collaborative Law over the current adversarial system we, too often, experience, but he did stress that the parties needed to work at it and keep working at it, and he informed us that any information used with the Collaborative Law technique could not be used in litigation. If the process broke down irretrievably, and the parties decided to take the adversarial route, they would have to start all over with new attorneys and gather any information from scratch. Why? The answer is that at the beginning of the Collaborative Law process, the parties and their attorneys sign an agreement to that effect.

At the end of each presentation, I presented each attendee with a CLE certificate and each speaker with a gift and a packet of NALS information.

After the education, it was raffle time!

First, we held our Silent Auction fundraiser for the Region. Past NALS President and current Parliamentarian of NALS of New York Anita Cottrell, PP, PLS was the big winner, but not only because she won the most raffle prizes during the Silent Auction, but because she also won the diamond cluster pendant, which was graciously donated by the NALS Foundation. She found it quite ironic because she brought it home from the Professional Development Conference in Tulsa for me. Maybe, it was destiny.

There were eight names in the drawing for the premium prize, which was a sterling silver Hershey Kiss bracelet, graciously donated by Designs by Cher, in Patchogue, Long Island, NY, which was won by Renee Lindsey, PLS, from Maine, in absentia.

The festivities continued at 5:30 p.m. when we all met for dinner at the Publick House, conveniently located a short distance from the Hampton Inn on Main St. We had our own private room, and I had arranged for a "Little Italy" buffet.

There was a choice of Caesar Salad or Fresh Antipasto; Minestrone Soup; Pasta with Bolognese Sauce or Breast of Chicken with Lemon Capers and Pine Nuts; Medley of seasonal vegetables; garlic bread; and for dessert, a choice of Biscotti or Cannolis.

We adjourned at about 8:30 p.m. and returned to the hotel where we all went our separate ways until Sunday morning, when we all met again in the hotel dining room for free hot breakfast.

This time, I sat with Marion Sarcuni, PLS and first-time conference attendee Jon Raineri, from Rhode Island, who is a fairly new NALS member. He, too, had a lot of insight and passion, as he has already demonstrated just by his willingness to serve on Team Turquoise this year.

Since the only state chapter to officially attend on Sunday was NALS of New York, Jonatas and I sat in on the NALS of New York Board of Directors' Meeting.

The following were the opinions of some at this meeting: the more experienced members do not feel they need to learn anything new; retired members do not want or need the education; the younger generation is either too busy caring for their families or just don't want to make the commitment to stay after work for meetings.

At that point, several suggestions were made including: NALS needs to find out and show everyone "what its sizzle is", hosting networking socials; and contacting legal staffing firms or headhunters to see if they would be willing to promote NALS membership to their temps and/or recruits.

I could see that the New York NALS members in attendance at their Board meeting wanted to "Think Big" and "Imagine the Possibilities". Their suggestions and sincerity gave me hope that, over time, struggling chapters could be revitalized.

After the NY Fall Board of Directors Meeting was adjourned, and a short coffee break was taken, I called the meeting to order by graciously welcoming those in attendance; asking Past NALS President and current Parliamentarian for NALS of New York Anita Cottrell, PP, PLS, to give us an Invocation; and asking NALS of New York President, Marion Sarcuni, PLS to read the Code of Ethics, after which I presented her with a small token of my appreciation for her assistance with this conference. As Linda Livingstone, PLS, who was also instrumental in coordinating this conference was not in attendance, her gift is being sent to her home.

I began with a review of the Region's finances, which are healthy, and distributed a preliminary financial report of the Region Conference. Our estimated net profit at the time of the report's distribution was \$279.75. This was because we had received a donation of \$130.00 from Suzanne Hand & Associates, Inc., a court reporting firm in Islip, Long Island, New York; hotel expenses came in at approximately \$231.00 under the estimated invoice sent to me a week before the conference; raffles from the silent auction generated \$40.00 in income; and a profit of \$27.18 was made on the dinner at the Publick House.

At that point, the following determinations were made:

1. Region Assessments would be returned to those chapters who paid them; and
2. A membership contest would run from August 1, 2010 through January 31, 2011 and \$250 would be awarded as follows:
 - a. \$150.00 towards registration for the 2011 Region 1 Conference would be awarded to the member with the most recruits;
 - b. \$75.00 would be awarded to the second place recruiter; and
 - c. \$25.00 would be awarded to the third place recruiter.

I also discussed some NALS news, including the PDF (Personal Data Form) distributed by President-elect Kathie Amirante, PP, PLS, and Nominations and Elections. I read from the list of nominees distributed by Nominations and Elections Chair, Julie Abernathy, PP, PLS. I not only encouraged the members to nominate members for the 2011-2012 Board, but I also encouraged those in attendance to cast their votes for the 2011-2012 Board of Directors because by voting, they shape the direction in which NALS heads for the years to come. In addition, I encouraged everyone to serve on a NALS committee.

The final topic was the 2011 Region Meeting. I first discussed the possibility of a joint meeting with one or more of Regions 2, 3, and 4, with the location and dates presented to me, Roanoke, VA from June 3-5, 2011. While the members were not against this, they were concerned that because our region is a small one, and because there was a low attendance at this meeting, they were afraid that a small turnout would be detrimental to the efforts of a joint conference. However, two alternate locations were suggested: Philadelphia, PA or Lancaster, PA.

As an alternative, we discussed having just a meeting for Region 1. Locations in order of preference were Maine, New Hampshire, or Connecticut; suggested dates were June 3-5, 2011; June 10-12, 2011; or September 16-18, 2011. We tried to stay away from the last two weekends in June because of Father's Day and graduations and from July and August as being popular vacation months with the hope that more people would be encouraged and willing to attend next year.

I was instructed by the members in attendance to send an e-mail blast to the Region 1 Membership discussing their preferences concerning the 2011 Region Conference, which I intend to get out by the end of this week.

I left the conference feeling energized and hopeful that while there is a great amount of work to be done, it can be done with patience, perseverance, and guidance.

In closing, I had a wonderful time, and I thought many of the members did as well. Even if we don't win the Think Big competition, it would be nice to see the members of Region 1 unified; current chapters revitalized; new chapters formed; and a sense of pride and accomplishment restored.

Reminders

Foundation Grant Deadline: Does your Chapter or State need additional funds to increase membership, encourage certification, or perhaps promote marketing? Perhaps NALS Foundation can help. To be considered for a grant, complete and submit a NALS Foundation grant application before the deadlines for receipt of proposals, which are:

June 1, 2010

September 1, 2010

December 1, 2010

March 1, 2011

More information can be found on the NALS website at www.nals.org/foundation/grants

NALS Online Learning Center: Go to the NALS website to check the upcoming schedule of chats. The chats begin at 8:00 p.m. central time, which is 9:00 p.m. Eastern. All sessions (including the Online Study Group) will start at 8:00 p.m. central time. There are going to be fewer sessions with more in depth topics so you can make the most out of your time.

You can find this year's schedule at: www.nals.org/onlinelearning/schedule

Education Online

Now is the time to join in on some great webinars! Here are the upcoming webinars available on YOUR computer:

NALS OLC, OLSG & Webinars

Mark your calendars now for these upcoming educational sessions in the OLC, OLSG and webinars (all sessions are at 8:00 p.m. Central):

Online Learning Center (OLC) – FREE TO MEMBERS

DATE	TOPIC	NALS COMMITTEE PRESENTING
August 18, 2010	<i>PP Review – Concentration of Substantive Law (1 CLE)</i>	Education
Sept. 1, 2010	<i>Membership</i>	Membership
Sept. 22, 2010	<i>Test Taking Tips</i>	Certifying Board

Online Study Group (OLSG) – FREE TO MEMBERS

DATE	TOPIC	NALS COMMITTEE PRESENTING
August 17, 2010	<i>Written Communications (1.5 CLE)</i>	Education
August 24, 2010	<i>Ethics, Human Relations (1.5 CLE)</i>	Education
August 31, 2010	<i>Legal Knowledge (1.5 CLE)</i>	Education
Sept. 7, 2010	<i>ALS Review (1.5 CLE)</i>	Education
Sept. 14, 2010	<i>PLS Review (1.5 CLE)</i>	Education
Sept. 21, 2010	<i>PP Review (1.5 CLE)</i>	Education

Webinars (WebEd) – register at http://www.nals.org/?page_id=45

DATE	TOPIC	NALS COMMITTEE PRESENTING
August 19, 2010	<i>Think Big – Insight to the Knowledge Needed to Serve at the National Level–FREE TO MEMBERS-presented by NALS Past President Julie Abernathy, PP, PLS</i>	Nominations & Elections
August 26, 2010	<i>Written Communication/Grammar Part IV- Interjections and Negatives (1 CLE)</i>	Education
Sept. 2, 2010	<i>Written Communication/Grammar Part V-Sentence Structure, Word Usage, Spelling and Punctuation (1 CLE)</i>	Education
Sept. 9, 2010	<i>Written Communication/Grammar Part VI- Numbers, Abbreviations and Style (1 CLE)</i>	Education
Sept. 16, 2010	<i>Public Speaking–FREE TO MEMBERS-presented by NALS Past President Donna Dendy, PP, PLS</i>	FLD
Sept. 30, 2010	<i>Conflict Resolution-FREE TO MEMBERS-presented by Karen McElroy, PP, PLS</i>	FLD

Remember ---- you can access any webinar through both the Internet and an audio connection (with any telephone) OR you can simply access the webinar presentation (without viewing the PowerPoint presentation) by simply calling and connecting to the audio portion of the presentation. You can do this from any telephone anywhere! But you still need to register for the webinar (even if you will only be listening to the audio portion of the program – follow registration instructions below). Thank you!

INSTRUCTIONS TO ACCESS WEBINARS: To register for a NALS Webinar, simply go to the NALS website and under “Learn” (tab with drop down choices at top of NALS web page), click on “WebEd.” This will take you to the screen to register for the webinar you wish to attend. There are “how to” directions on this page and descriptions of the webinars offered. You just need to scroll down and click on the registration link (the title of the webinar) and it will take you through the registration process. You have until noon of the day the webinar is scheduled to register.

INSTRUCTIONS TO ACCESS OLC/OLSG: Members must first go login as a Member and enter your login name and password. If you have not registered as a member just go to the “Welcome” tab at the top of the NALS web page (it’s a drop down tab with “Member Log In” – click there). There are complete instructions to login as a member or to register as a member to access all the membership services. After you login as a member you will see a page with member accessed information. Simply scroll down to Online Learning Center (on the left-side of the page), click and you have now entered the OLC properly! The Online Learning Center page comes up with instructions, but you can simply scroll down and type in a "User Name" (user name does not have to match your Internet user name) and click "Connect," which will take you to the "Lobby." Click on "Show Rooms" and double click on "OnlineLearningCenter" and, voila, you're there! You can increase the size of the screen by clicking on the four arrows button (second button from the right at the bottom). You can increase the size of your font by clicking on "Options" (upper left, second button from left) then "Font Size." You can change the color of your responses by clicking on the four colors button (third button from the left). Yes, we do have emoticons and sounds which can be entered, but, particularly the sounds, can be distracting and my intention is to get you in, discuss the topic, and let you go within the allotted time. Also, you must participate every three to four minutes or you will be "bumped" out.

In Closing

Despite the small number of attendees at this year's Region 1 Conference, the camaraderie was encouraging; the education was excellent, and I remain hopeful that the second-half of our year together can be a productive one.

After I returned home from the Conference, I had a couple of brainstorms of my own, on which I would like your feedback:

- First, I would like to know how many of you regularly sign on to Facebook, and if asked to "become Fans of Region 1" or "join NALS Region 1", would do so.
- Second, I would like to know if the Region would be in favor of creating a website for Region 1, which would not only be linked to the national website, but could be linked to states and members at large in the Region. Then, everyone would be able to share in what our brothers-in-law and sisters-in-law are doing, and it would enable us to network more efficiently.

Finally, if you haven't responded to my survey about the 2011 Region 1 Conference, please take the time to do so. Work on it must begin shortly, **so the last absolute day for responses will be August 24, 2010!**

The three states in which to have the 2011 Region 1 Conference were:

- Connecticut;
- Maine; and
- New Hampshire; and

The three tentative dates on which to hold the 2011 Region 1 Conference were:

- June 3-5, 2011;
- June 10-12, 2011; and
- September 16-18, 2011.

Please e-mail me your responses as soon as possible, by ranking them in order of 1-2-3, and please always remember, I am always here for each of you!

Finally, please let me know if you will be attending the 59th Educational Conference and National Forum in Branson, MO at Chateau on the Lake. I would love to be able to meet with you, especially, if I didn't get to do so at the Region Meeting in July!

Until next time...

In friendship,

Joni