



# PERSPECTIVE

Volume 34, Issue 3

Summer 2016

## PRESIDENT'S MESSAGE

By: Jennifer Smith, ACP

Hello paralegal world. Hope everyone enjoyed their summer. With a new term upon us, I would like to welcome our new board and thank everyone who took the time to cast a vote. I am excited to welcome several new members to the Executive Board. These include Trustees At Large, Nazmia Abedrabo, Allison Long, Michelle Mando, and Ivette Torres. Additionally, I would like to welcome Denise Zangoglia as the Chair of the Job Bank and thank Carol Snyder, who is now our Treasurer, for her hard work in revitalizing and maintaining this important membership benefit. With this infusion of "new blood" I am looking forward to another successful year. I also hope to see more new faces at the dinner meetings. As a reminder, please be sure to share the meeting notices with your colleagues.

With the beginning of a new term, I would like to stress the importance of networking, not only with fellow paralegals but with vendors and attorneys as well. Both vendors and attorneys play an important role with the Paralegal Association of New Jersey. Attorneys provide us with lots of insight during our monthly dinner meetings and with the sponsorship of vendors we are able to keep our costs down. Please, if possible, utilize the sponsors/vendors for our association.

I wanted to let everyone know that the cost of dinner meetings is going up this term. Unfortunately the locations that we frequented in the past have either closed or are no longer able to provide us with the same rate. The cost of dinner meetings for a member is now \$30 and non-member \$35. I am looking for new locations so if anyone knows of a location with a private room or works at a facility that has a large conference room where we could cater dinner, please let me know.

Our meeting on September 20th will be at Montclair State University. The speaker is Donna Gerhauser. Registration is now open. Please note there is a charge for parking. If anyone has any questions, don't hesitate to reach out to me at [jsmithparalegal@gmail.com](mailto:jsmithparalegal@gmail.com)

Finally, as you will note, the 2016 New Jersey Paralegal Convention will be held in October. The registration form, schedule of events and description of this year's seminars are provided in this newsletter. I cannot emphasize enough how beneficial attending will be with regard to networking and educational opportunities. The Convention Committee has worked hard to provide a program that appeals to both "newbies" and experienced paralegals.

Hope to see you all on the 20th and at the Convention!

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Paralegal Association of New Jersey, Inc.  
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National Association of Legal Assistants Affiliate

**NALA NEWS**  
**BY: CHRISTINE PRINCIPE, CP**  
  
**NALA 2016 CONVENTION RECAP**  
**JULY 13-15, 2016**  
**PARIS HOTEL, LAS VEGAS, NEVADA**



I was very excited to attend my first NALA convention. From my perspective it was a huge success. In fact, several people commented to me that it was the largest attended conference to date.



Continental breakfast was provided each morning, a brown bag lunch was available for pre-purchase one day; lunch buffet was provided one day and evening receptions were held three days, including Tuesday which was just an early day for registration and Friday, which was the board member installation. There were no seminars or exhibitors on Tuesday. The receptions each night were light and sociable providing opportunities for attendees to get to know each other, discuss the convention as a whole or particular seminars and to just socialize. There obviously were plenty of additional venues available to continue to socialize away from the convention.

- A Basic Guide for Paralegals: Ethics; Confidentiality; and Privilege
- Advanced Legal Aspects of a Feature Film
- Anti-Money Laundering
- Attorney-Client Privilege Boot Camp for Paralegals
- Communicating with Charisma
- Copyright Law and the Internet
- Dissecting Provisions of Purchase and Sale Agreements for Real Property
- Essential Skills: Judgment and Legal Analysis
- Essential Skills: Legal Research
- Essential Skills: Written Communication
- Finding Clues and Solving Mysteries in Real Estate Due Diligence

- Intellectual Property Crimes
- Legal Project Management - Showcasing the Value of a Paralegal
- Negotiating Provisions of Financing Documents: Demystifying Title Policies and Endorsements
- Sports Litigation Legal Considerations
- Sports Litigation Updates and Trends
- Technology and Ethics: Making Sure What Happens in the Cloud, Stays in the Cloud
- The Law of Music
- Top 10 Apps For Paralegals
- Using Technology to Implement Systems, Eliminate Disruptions, and Maximize Quality Work Product



Exhibitors included the following; most had giveaways and some had raffles (which I didn't win):

100 Evolver Legal Services	200 Fairchild Record Search, Ltd.	300 CobbleStone Systems
101 GWU Paralegal Studies	201 Advanced Corp Agents	301 UniCourt Inc.
102 NALA	202 Corel Corporation	
103 ContractWorks	203 Compex Legal Services	
104 LexisNexis	204 Capitol Services, Inc.	
105 LexisNexis	205 DTI	
106 Midwest Litigation Services	206 Registered Agent Solutions, Inc.	
107 First American	207 NAPPS	
108 Yota Enterprise	208 Unisearch, Inc.	
109 Cengage Learning	209 National Network Reporting Company	
	210 Wolters Kluwer	
	211 Central Intelligence Agency	
	212 OIC Advantage	

Judge Jackie Glass (Ret.) was the keynote speaker this year. She was a litigator for 18 years, a Nevada District Court Judge for 8 years and starred in her own courtroom television show. Judge Glass presided over O.J. Simpson's armed robbery trial in Nevada and sentenced him to 33 years in prison. Since 2012 she has been handling dispute resolutions. Judge Glass gave insight to her professional careers and touched upon her O.J. trial - how it was assigned to her in the normal case assignment rotation (she didn't want it, but other judges did) and the need to keep the trial from getting out of the control given the media, the crowds, etc.

I attended Legal Project Management and Anti-Money Laundering Compliance sessions, as well as the technology sessions: The Top 10 Apps for Paralegals, Technology and Ethics and Using Technology to Implement Systems, Eliminate Disruptions and Maximize Quality Work Product.

There was so much to go over in the Legal Project Management seminar. Ms. Mitchell/Mercer explained the various steps of a project's life cycle – Objectives and Scopes, Project planning, executing the Plan, Monitoring Progress and Post Project Review – and then the budgeting. Ms. Mitchell/Mercer stressed the importance of short, daily scrum meetings to keep everyone focused and on task for successful project management.

Kacy Drury gave an overview of money laundering, what it is, ways in which it is accomplished and she went into the various anti-money laundering laws and their history, and the necessary forms filed with the overseeing agencies. Did you know how easy it is to launder money in Vegas? (ha ha ha)

The technology sessions were presented by Kenneth Berger, Esq., a South Carolina Plaintiff's PI attorney. The sessions mostly turned out to be lively discussions on the various applications and software paralegals use across the Country to get their jobs done. Pros and cons were shared and problem-solving solutions were provided by attendees for app/software issues as well as non-technology issues.

Mr. Berger's apps included apps used by his office, some free and most inexpensive. Some of his apps were geared towards PI, but others were TinyScanner, Adobe Fill and Sign, IJuror, AgileLaw, TimeMaster, Clio, TabLit Trial Notebook, TrialPad, Asana. Mr. Berger touched upon the RPCs which guide attorneys and paralegals with respect to safeguarding and maintaining client's electronic records and files and an attorney's duty to be tech compliant and competent. In cloud computing, Mr. Berger stressed to confirm sites being used are HIPPA compliant, FERPA compliant, etc.

I attended the roundtable affiliates exchange luncheon on Wednesday. There were about 10 of us at the table including NALA's Affiliates Association Director Jane McKinnon. The discussions were general about operating the association, holding CLE meetings or luncheons and the challenge of getting and keeping members and board members and publishing newsletters.

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Susan Ibarra

Danielle Knoell, ACP

Mathew Laskowski

Melissa A. Leak

Kandi Moncelsi, ACP

Sarah Robinson

Dorothy Secol, CLA

Jennifer Smith, ACP

REGISTRATION FORM

October 21, 2016  
8:00 AM - 4:00 PM  
Renaissance Woodbridge  
515 US Route 1 South  
Iselin, New Jersey

Pre-Registration through October 12, 2016  
Registration fee:  
Paralegals/Students: \$75.00  
Attorneys/Others: \$85.00  
at door \$10 additional fee

**DISCOUNT FOR GROUPS OF 6 OR MORE - MUST ALL REGISTER & PAY SIMULTANEOUSLY**

Contact Jennifer Smith for further information

Please supply information for each registrant (attach duplicate forms for multiple registrants)  
All of the following information is required. Please print clearly or type.

NAME \_\_\_\_\_ CELL/WORK PHONE \_\_\_\_\_

HOME ADDRESS \_\_\_\_\_ CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

HOME PHONE \_\_\_\_\_ E-MAIL \_\_\_\_\_

FIRM / EMPLOYER / SCHOOL NAME \_\_\_\_\_

FIRM / EMPLOYER / SCHOOL ADDRESS \_\_\_\_\_

MEAL CHOICE: \_\_\_\_\_ CHICKEN \_\_\_\_\_ FISH

Place an "X" on the line to the left of the program for each session that you would like to attend.

PayPal Registration: Please insert topic # for each session you would like to attend.

PLEASE SELECT ONLY ONE SEMINAR FROM EACH SESSION

SESSION I	SESSION II	SESSION III	SESSION IV
____ Plaintiff v. Defendant (Two sessions)		____ Unique Issues in Personal Injury Claims	PreTrial Prep / At Trial
____ Different Voices of the Vulnerable	____ Mass Tort/Class Action Lawsuits	____ Contracts	(All attendee seminar)
____ Nursing Home Litigation	____ Post Divorce Issues	____ LGBT	
____ NonProfit Entities/Tax Exemption	____ Metadata	____ Quiet Title	

Need more information?

Kandi Moncelsi, ACP  
(973) 476-2526  
email: [KMONCELSI@GMAIL.COM](mailto:KMONCELSI@GMAIL.COM)  
or [info@njparalegalconvention.com](mailto:info@njparalegalconvention.com)

Register and pay by credit card on our website!

[www.njparalegalconvention.com](http://www.njparalegalconvention.com)

Registration Questions?

Jennifer Smith, ACP  
(973) 464-2449  
email: [JSMITHPARALEGAL@GMAIL.COM](mailto:JSMITHPARALEGAL@GMAIL.COM)  
or [register@njparalegalconvention.com](mailto:register@njparalegalconvention.com)

If paying by check:

Make check payable to "NJ Paralegal Convention" and mail it to:

Jennifer Smith  
123 Omaha Avenue  
Rockaway, NJ 07866

There will be a \$25.00 return check fee plus administrative charge for each returned check.

Refunds less \$25 administration fee will be granted until October 12, 2016. **NO REFUNDS AFTER OCTOBER 12, 2016**

Please call the Renaissance Woodbridge for hotel accommodations. 973-634-3600

Mention your attendance at the NJ Paralegal Convention for special room rates.

Reservations must be made by September 24, 2016 to insure availability

## SCHEDULE OF EVENTS

8:00 AM                      Check In and Walk-In Registration  
                                  Continental Breakfast  
                                  \*\*\*VENDOR FAIR\*\*\*

### **BRING YOUR BUSINESS CARDS !!**

8:45 AM - 9:00 AM	Opening Remarks
9:00 AM - 10:15 AM	<b>Session I Seminars</b>
10:15 AM - 10:45 AM	Break for Miscellaneous Tracks ***VENDOR FAIR***
10:30 AM - 11:45 AM	<b>Session II Seminars begin for Litigation Tracks</b>
10:45 AM - 12:00 PM	<b>Session II Seminars begin for Miscellaneous Tracks</b>
11:45 AM - 12:15 PM	Break for Litigation Tracks ***VENDOR FAIR***
12:15 PM - 1:30 PM	<b>Session III Seminars</b>
1:30 PM - 2:30 PM	Lunch *** VENDOR FAIR *** Prize Drawings**
2:45PM - 4:00 PM	<b>Session IV Seminar</b>

\*Lunch menu:

*Salad of Mixed Greens, Marinated Olives, Cherry Tomato, Red Onion with Sherry Vinaigrette*

*Entree Choice of:*

*Chicken breast with wild mushrooms, shallots, garlic and natural jus*

*or*

*Salmon with a Lemon Beurre Blanc*

*Chef's selection of seasonal vegetable and starch*

*Rolls & butter*

*Dessert*

*Coffee/Tea/Decaffeinated Coffee/Iced Tea*

*Vegetarian option of pasta (not vegan) or other dietary restrictions accommodated upon request.*

*Please contact the convention committee for further information.*

*If you do not choose an entree when you register, chicken will automatically be selected for you.*

**\*\* Bring Your Business Cards for the many drawings by our exhibitors**

**REMEMBER – You must be present to win!!**

## **DESCRIPTION OF EVENTS**

### **Litigation Track:**

#### **PLAINTIFF v. DEFENDANT**

For the Plaintiff: Tyler J. Hall, Esquire

For the Defendant: Anthony Corino, Esquire

Back by Popular Demand!! Follow a personal injury fact pattern from client interview until just before trial, from both the plaintiff side and the defendant side in this two session seminar.

#### **UNIQUE ISSUES IN PERSONAL INJURY CLAIMS**

Jennifer Harwood Ruhl, Esquire

Learn about Title 59, Erisa Liens, Medicare liens, UIM claims, assessing damages, and other typical components of personal injury litigation.

#### **DIFFERENT VOICES OF THE VULNERABLE: THE STATUS OF SUBSTITUTE DECISION MAKING IN NEW JERSEY**

Patricia Furci, RN, MA, Esquire

Many times someone needs medical care and is unable or not capable of making their health care decisions for themselves.

#### **MASS TORT/CLASS ACTION LAWSUITS**

John E. Keefe, Jr., Esquire

Find out the differences between mass tort and class action, what creates the mass tort/class action case, procedures for each type of action.

#### **CONTRACTS**

Patricia Greer, Esquire

Essential elements required for a contract, constructing business contracts, non-compete issues, breach of contract, etc.

### **Miscellaneous Track:**

#### **NURSING HOME LITIGATION**

Saul Gruber,, Esquire

When loved ones are resident in nursing homes, we can be faced with challenges related to their care, many times neglect or abuse, and their family must step in and address the nursing home's lack of quality care.

#### **POST DIVORCE ISSUES**

Moya Bansile, Esquire

QDRO, real estate title changes, submission to the county Probation department for child support payments are just a few of the topics to be covered.

#### **ISSUES OF THE LGBT COMMUNITY**

Debra Guston, Esquire

The NJ Law Against Discrimination-Can it withstand the religious rights backlash? Post-marriage equality issues including parentage issues such as adoption and how it effects an LGBT client.

#### **NOT FOR PROFIT ENTITIES / TAX EXEMPTION**

Andrew Baron, Esquire

Requirements for a non-profit business, how to start one and how to run one with sound business tactics and management techniques. Types of tax exemptions and how to be declared as tax exempt.

#### **METADATA**

Christina Vassiliou Harvey, Esquire

Understand how metadata in electronic communications with clients and adversaries impacts your ethical obligation and recent proposals to amend the Court Rules and RPCs

#### **QUIET TITLE**

Counsel for Evident Title Agency

Sometimes title to real property has questions or defects. Quiet Title actions are necessary to clear title so the real property can be transferred with clear, marketable title.

### **Session IV - All Attendees:**

#### **PRE TRIAL PREP / AT TRIAL**

Catherine R. Avetz, Paralegal at Saiber LLC

Suzanne J. Dinsmore, Paralegal at Day Pitney

Pleadings filed, Interrogatories answered, depositions taken, and now it's time for trial! Trial preparation tips, including trial notebooks, as well as attending trial - not in the war room but with counsel in the courtroom.






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PARALEGAL ASSOCIATION  
of  
NEW JERSEY, INC.

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POST OFFICE BOX 142  
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## SEPTEMBER 2016 GENERAL MEMBERSHIP DINNER MEETING

**THE PARALEGAL ASSOCIATION OF NEW JERSEY, IN CO-SPONSORSHIP WITH  
THE NEW JERSEY PARALEGAL CONVENTION, IS PLEASE TO INVITE YOU TO  
ITS SEPTEMBER 2016 GENERAL MEMBERSHIP MEETING**

**TOPIC:** CAREER COACH AND TIPS EVERY PARALEGAL SHOULD KNOW

**SPEAKER:** DONNA GERHAUSER  
Career Coach

**DATE:** Tuesday, September 20, 2016

**TIME:** 6:00 p.m. - Registration/Check In/Networking

**PLACE:** Montclair State University  
1 Normal Ave.  
Montclair, NJ 07043  
Cohen Lounge in Dickson Hall  
**\*\*NOTE: THERE IS A FEE FOR PARKING\*\***

**COST:** Members \$30; Non-Members \$35

\*\*\*\*\*

**RESERVATIONS MUST BE MADE IN ADVANCE  
NO LATER THAN SUNDAY, SEPTEMBER 18, 2016**

Reservations should be made at [www.njpara.org](http://www.njpara.org). If you have any questions, please contact Jennifer Smith at 973-464-2449 or email at [jsmithparalegal@gmail.com](mailto:jsmithparalegal@gmail.com). Please provide your full name and telephone number.

**Please remember that if you make a reservation and cannot attend, you must notify us no later than Monday, September 19, 2016, by 12:00 p.m. or you will be held responsible for payment.**

This year's Affiliate Presentation was given by Nebraska Paralegal Association -- How to Put on Fantastic Seminars. Mindy Ware ACP and Laurie Vik ACP moderated the presentation. They went over NALA's requirements for program planning, and the responsibilities of the program planning committee. Their handout includes a checklist which includes who is responsible for what task and the deadline, the agenda, thank you letters, evaluation forms, and NALA forms.

Friday was the Affiliate Exhibits. It gave me another opportunity to speak to affiliates and find out their challenges, and current issues. Richmond Paralegal Association just became regulated. Some of the affiliate booths were very clever. Their displays were cute and creative; from beach backdrop and palm trees for Florida, to Parisian-dressed affiliate members from the mid-west.

The new Board members were installed on Friday at the installation reception. The 2016-2017 Board consists of the following persons?

President - Cassandra Oliver, ACP  
Vice President - Jill I. Francisco, ACP  
Secretary - Melissa J. Hamilton, ACP  
Treasurer - Debra L. Overstreet, ACP

Directors from Area 2  
Melissa M. Klimpel, ACP  
Elizabeth H. Nellis, ACP

Directors from Area 3  
Annette R. Brown, ACP  
Michele T. Pfeiffer, ACP

Professional Development Committee Chair  
- Andrea Schultz, ACP

Directors from Area 1  
Debby J. Sawyer, ACP  
Jaye L. Koch, ACP

Continuing Education Council Chair -  
Jeanne Elliott, CP

Advanced Paralegal Certification Board  
Chair - Dawnee L. Linenbrink, ACP  
Certifying Board Chair - Cathy Hulsey, ACP

Affiliated Association Director - Jane  
McKinnon, CP

Executive Director - Greta Zeimetz, CAE



The Convention was a great way to find out what's going on with paralegals throughout the Country and it recharged my career battery. Thanks so much, personally and professionally, to the Board for the opportunity to represent PANJ at NALA's convention.





# THE NEW JERSEY ACADEMY OF MEDIATORS & ARBITRATORS

A CHAPTER OF THE NATIONAL ACADEMY OF DISTINGUISHED NEUTRALS ([WWW.NADN.ORG](http://WWW.NADN.ORG))

## MEMO TO ALL NEW JERSEY LITIGATION STAFF

### \* Available Dates Calendars Now Online For New Jersey's Top-Rated Neutrals

NAME	BASED IN	PROFILE ONLINE AT	PHONE	DATES <sup>†</sup>	NAME	BASED IN	PROFILE ONLINE AT	PHONE	DATES <sup>†</sup>
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Hon. William A. Dreier (Ret.)	Bridgewater	<a href="http://www.njmediators.org/william-dreier">www.njmediators.org/william-dreier</a>	(908) 722-0700	<input checked="" type="checkbox"/>	Katherine Benesch	Princeton	<a href="http://www.njmediators.org/katherine-benesch">www.njmediators.org/katherine-benesch</a>	(609) 375-2603	<input type="checkbox"/>
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Suzanne M. McSorley	Lawrenceville	<a href="http://www.njmediators.org/suzanne-mc-sorley">www.njmediators.org/suzanne-mc-sorley</a>	(609) 987-6663	<input checked="" type="checkbox"/>	Hon. Marguerite Simon (Ret.)	Springfield	<a href="http://www.njmediators.org/marguerite-simon">www.njmediators.org/marguerite-simon</a>	(973) 379-4200	<input checked="" type="checkbox"/>
Lewis Pepperman	Lawrenceville	<a href="http://www.njmediators.org/lewis-pepperman">www.njmediators.org/lewis-pepperman</a>	(609) 895-7260	<input checked="" type="checkbox"/>	Elliot M. Baumgart	Upper Montclair	<a href="http://www.njmediators.org/elliott-baumgart">www.njmediators.org/elliott-baumgart</a>	(973) 744-4000	<input checked="" type="checkbox"/>
Hon. Anthony Gibson (Ret.)	Linwood	<a href="http://www.njmediators.org/anthony-gibson">www.njmediators.org/anthony-gibson</a>	(609) 601-6624	<input type="checkbox"/>	Bonnie Blume Goldsamt	Verona	<a href="http://www.njmediators.org/bonnie-goldsamt">www.njmediators.org/bonnie-goldsamt</a>	(973) 857-6220	<input checked="" type="checkbox"/>
Patrick R. Westerkamp	Matawan	<a href="http://www.njmediators.org/patrick-westerkamp">www.njmediators.org/patrick-westerkamp</a>	(732) 672 3222	<input checked="" type="checkbox"/>	Barbara Weisman	Verona	<a href="http://www.njmediators.org/barbara-weisman">www.njmediators.org/barbara-weisman</a>	(973) 239-0757	<input checked="" type="checkbox"/>
F. Peter Phillips	Montclair	<a href="http://www.njmediators.org/peter-phillips">www.njmediators.org/peter-phillips</a>	(973) 509-9667	<input checked="" type="checkbox"/>	Steven J. Blumenthal	Voorhees	<a href="http://www.njmediators.org/steven-blumenthal">www.njmediators.org/steven-blumenthal</a>	(856) 809-1235	<input checked="" type="checkbox"/>
Vincent A. Cino	Morristown	<a href="http://www.njmediators.org/vincent-cino">www.njmediators.org/vincent-cino</a>	(973) 538-6890	<input checked="" type="checkbox"/>	Hon. Harriet E. Derman (Ret.)	Warren	<a href="http://www.njmediators.org/harriet-derman">www.njmediators.org/harriet-derman</a>	(908) 757-7800	<input type="checkbox"/>
Hon. Alvin Weiss (Ret.)	Morristown	<a href="http://www.njmediators.org/alvin-weiss">www.njmediators.org/alvin-weiss</a>	(973) 889-4301	<input checked="" type="checkbox"/>	Terri Reicher	Wayne	<a href="http://www.njmediators.org/terri-reicher">www.njmediators.org/terri-reicher</a>	(973) 839-9401	<input checked="" type="checkbox"/>
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<sup>†</sup> Indicates if Available Dates calendar is activated

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