

# Region 3 Connection

April 2009



Illinois - Indiana - Kentucky - Michigan - Ohio - West Virginia

## 2009-2010 NALS Board of Directors

President	Julie Abernathy PP, PLS
President-elect	Patti Infanti PP, PLS
Secretary/Treasurer	Kathie Amirante, PP, PLS
Certification Director	Kathy Cline, PP, PLS, CLA
Education Director	Doris Compton, PP, PLS
Marketing Director	Ann M. Lang
Membership Director	Helene Wood, PP, PLS, TSC
Region 1 Director	Marion Sarcuni, PLS
Region 2 Director	Karen A. Jackson, PLS
Region 3 Director	Marion R. Stone, PP, PLS
Region 4 Director	Nancy T. Harris, PP, PLS
Region 5 Director	Brenda L. Johll, PP, PLS
Region 6 Director	Tina Hurley, PP, PLS
Region 7 Director	Brynne Williamson, PP, PLS
Region 8 Director	Karen Becker, PP, PLS
Immediate Past President	Dee Beardsley PP, PLS
Foundation Chair	Faynell Poe, PP, PLS
NALS Executive Director	Tammy Hailey CAE (OK)

## Director's Message

It was wonderful to be reelected as Region Director and the installation ceremony in Tulsa was great. I have been finalizing the plans for our meeting in LaPorte, Indiana, and the registration form is included with this newsletter. My thanks to Roxann Repasy for all of her help.

I have also included information regarding the NALS Foundation Fundraiser at the Region meeting and a flyer regarding the Region 3 fundraiser. The registration for the Irvine meeting is in the latest issue of @Law with President Julie Abernathy on the cover.

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Did you have a great time in Tulsa? It was an exciting weekend packed with education, and networking. If you were unable to attend, a recap is contained in this newsletter. It is never too early to start making plans to attend the next Annual Education Conference & National Forum to be held in Irvine, California.

Also contained in this newsletter is a recap of our Region meeting held during the Tulsa conference.

### Membership Highlights

We welcome the following new members to NALS and Region 3. We look forward to meeting you at a meeting, seminar, or conference.

#### February

Kaila E. Schweda (MI)  
 Valerie J. Lawver (MI)  
 Mary Abela (MI)  
 Keiko Shyra V. Napier (MI)  
 Joel B. Helder (MI)  
 Brandy Kline (MI)  
 Tiffani Cistone (OH)  
 Desirae L. Maldonado (OH)

#### March

Sandra J. Mays (MI)  
 Patricia A. Stewart (MI)  
 Donna J. Bacarella, PLS (MI)  
 Kelly Rawson (MI)  
 Kymi Toliver (MI)  
 Kris Goluboric-Dawson (MI)  
 Karen Maheu (MI)  
 Eric A. Vanderburg (OH)  
 Kerri Smith (WV)

#### Membership Report

The breakdown of membership within the Region as of March 2009 is:

State	No. of Members
Illinois	20
Indiana	10
Kentucky	7
Michigan	324
Ohio	73
West Virginia	3
<b>Total Members</b>	<b>437</b>

### Certification

Congratulations to the following Region 3 members who were recently certified and/or recertified:

#### ALS

Vicki Ballinger (MI)  
 Ericka Gorski (MI)

#### PLS

Twila A. Bowersmith (OH)

#### PP

Sherri Bowden (MI)  
 Kimberly Dewey (MI)  
 Karen Elgersma (MI)



Once you achieve certification, please do not forget to recertify.

If your study group is looking for a mock exam, NALS of Missouri has completed a new PP mock exam. It is a full exam including all four parts of the exam with 260 new questions. Parts 1 and 3 could also be used for the PLS exam. If you are interested contact Marsha Smitherman at [msmitherman@lathrogpage.com](mailto:msmitherman@lathrogpage.com) or at 816-460-5363.

### Region 3 Meeting

Our Region 3 Meeting was held on Friday, March 13, 2009, in Tulsa, Oklahoma. Region 3 Director Marion R. Stone, PP, PLS, conducted the meeting.

The members of the THINK BIG team were introduced, Mary Baldechhi, Mary Lenhart and Joanne Davis. Incentives for members and chapters were discussed, and will be shared with the region members.

Financial Report. The Financial Report from March 31, 2008 to February 15, 2009, was distributed. The balance in the account is \$960.80. It was announced that we received a grant from the NALS Foundation for \$1,000 for the THINK BIG campaign.

Unfinished Business. Director Marion advised that we still have Region 3 pins.

Region 3 Retreat. Will be held in LaPorte, Indiana, July 24-25, 2008. The Foundation donated the premium prize, a beautiful ruby and diamond ring, and we will also be having a region fundraiser. The registration form for the Region 3 Retreat and the fundraisers are attached.

New Business. Potential locations for the 2010 meeting were discussed. Director Marion advised that Region 2 had suggested we have a joint meeting with them and that it could be held in Ohio or Pennsylvania. It was the consensus of those in attendance that we should wait to hear from them.

Please contact Marion Stone if you are interested in assisting with one of the following committees:

Exhibitors/Sponsors/Advertisers  
Foundation Fundraiser  
Marketing  
Registration  
Education

Foundation Fundraiser in Irvine, California will be the Purple Carpet Gala. Experience the magic of Hollywood as you walk among the stars down the NALS Foundation Purple Carpet. The NALS Foundation welcomes any groups of members (chapters, states, regions, past presidents, individuals) to register to dress your chosen Foundation trustee, board member, or past president as the "star" of your choice for our Saturday night event. Because of the color of our THINK BIG shirts it was decided to go with BIG BIRD as our star and it was suggested that Cathy Hankins be asked to be Big Bird.

The Region will be paying the \$100 fee to enter into the contest.

The Foundation also donated a Webinar certificate to each region.

### Region 3 Pin

Region 3 Pins are still available. Your cost is only \$5, unless order is mailed (add \$1 shipping and handling fee).



Cathy Hankins, PP, PPS, has started a group on the NALS community for Region 3 members called Region 3 is the Place to Be. (Thank you Cathy.) You can access it by going to <http://nalsnet.ning.com/group/3istheplacetobe>. Discussions have been started by Kathie Amirante, PP, PLS, and Cathy Hankins. Please join the group and the discussions. I would like to see our Region win this competition—wouldn't you?

### Region Rendezvous

Upcoming dates within our region are:

**April 24-25, 2009**  
NALS of Michigan  
48<sup>th</sup> Annual Meeting & Education Conference  
Grand Rapids, Michigan

If your state or chapter is planning a meeting or seminar, please provide me with the details and it will be included in our newsletter.

<b>Reminders/Announcements</b>
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June 1	NALS Foundation Grant Deadline
August 1	Postmark deadline to apply for September ALS/PLS/PP exams
September 1	NALS Foundation Grant Deadline
October 8-11	NALS 58 <sup>th</sup> Annual Education Conference, Irvine California

**REGION 3 RETREAT**

July 24-25, 2009  
LaPorte, Indiana

<b>NALS Region 3 Chronicle</b>
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**Regional Directors**

1997 - 1998	Pamela K. Bryson PP, PLS	Michigan
1998 - 1999	Vickie L. Hays, PLS	Michigan
1999 - 2001	Catherine A. Hankins PP, PLS	Ohio
2001 - 2003	Kathleen R. Amirante PP, PLS	Michigan
2003 - 2005	Carole M. Schneider PP, PLS	Michigan
2005 - 2007	Sherril J. Bowden PLS	Michigan
2007 - 2008	Jane Cramer	Ohio
2008 - 2010	Marion R. Stone, PP, PLS	Michigan

**Regional Meetings**

October 2 - 4, 1997	-	Kalamazoo, MI
August 20 - 22, 1999	-	Dayton, OH
July 28 - 30, 2000	-	Lawrenceburg, IN
July 27 - 29, 2001	-	Bridgman, MI
August 2 - 4, 2002	-	Fort Wayne, IN
July 25 - 27, 2003	-	Bloomington, IL (Joint Regions 3 & 5)
July 30 - August 1, 2004	-	Fremont, OH
August 5 - 7, 2005	-	Bay City, MI
June 16 - 17, 2006	-	Novi, MI
August 10 - 12, 2007	-	Ashtabula, OH
July 18 - 19, 2008	-	Lexington, KY
July 24-25, 2009	-	LaPorte, IN

# TULSA 09

experience something new

## **NALS Professional Development and Education Conference March 12-14, 2009**

Submitted by: Kathleen Amirante, PP, PLS  
NALS Secretary/Treasurer

Tulsa welcomed arrivals to the 2009 NALS Professional Development and Education Conference where we began our journey to Think Big with Julie Abernathy, PP, PLS.

Unfortunately the Tulsa weather was a little nippy for most of us this year. However, that didn't diminish the energy and enthusiasm as members arrived ready to learn, network, and share.

### **Pre-Conference Activities**

The conference officially began on Thursday afternoon with orientation for the 2009-2010 NALS leadership team, consisting of board members, committee chairs, committee members, task force members, NALS Foundation trustees, and staff led by Cathy Hankins, PP, PLS. Cathy shared with us the values, purpose, vision, and mission of NALS to help us understand our duties and responsibilities as members of the leadership team and the important role we play in maintaining and growing the NALS programs to ensure the future of our association.

The Hum-Vee limo made its return this year, ferrying members to Top Dollar (where the Foundation jewelry is purchased). There was a lot of sparkle and shimmer on display the rest of the weekend as everyone showed off their latest find. Someone even bought a digital camera and began taking pictures to record all the events of the weekend.

### **Opening Announcements**

NALS President Dee Beardsley PP, PLS, opened the conference by welcoming everyone to Tulsa for a weekend filled with opportunities for learning, networking, renewing old acquaintances, and forging new friendships. She then introduced Faynell Poe, PP, PLS, the NALS Foundation Chair who introduced the Keynote Speaker, Rita Murray.

## Keynote Speaker

Rita Murray is a first generation American business woman, entrepreneur, TV host, consultant, and private pilot. She earned her Ph.D. in Instructional Psychology and Technology from the University of Oklahoma and is the author of *Survive and Thrive in A Multi-Generational World* and co-author of the book *Make Time Work for You*.

Rita led us through an interesting and entertaining presentation that not only answered many questions within the context of generational issues, but also challenged us to understand the differences in each distinct generation to enhance our communication, leadership, teambuilding, marketing, recruiting, and retention efforts.

President Julie Abernathy, PP, PLS, closed the opening session with a Special Announcement about the THINK BIG Membership Campaign. The THINK BIG campaign is a competition between the regions to gain and retain the most members from this conference through February 28, 2010. Each regional director is the team captain, and she has three team leaders on her team. The leaders are comprised of a representative from the marketing committee, the membership committee, and a trustee from the Foundation. Members of each team are made up of other region “leaders.” As an example, if a leader is from Region 4, she will work with a different region, other than her “home region.”

Each team is challenged to increase their region’s membership by a NET 10 percent. This campaign will be for only 12 months, and ends on February 28, 2010. There are no rules as to how each team succeeds in the challenge. Thus – the THINK BIG – concept.

The team (or region) who gains the most percentage of NET members will win a free reception at their 2010 regional conference sponsored and paid by NALS. The team members will have their travel provided by NALS to that conference to share in the excitement of winning.

Each team was introduced and given an official team color tee shirt.

**Representing Region 1-** otherwise known as the teal team – your team captain is Marion Sarcuni and her team leaders are

Caryn Wolchuck from Marketing  
Dee Beardsley from the Foundation and  
Mimi Mangrum from Membership.

**Representing Region 2** – otherwise known as the blue team – your team captain is Karen Jackson and her team leaders are

Cindy Root from Marketing  
Debbie Nickerson from the Foundation and  
Barb Hanley from Membership.

**Representing Region 3** – otherwise known as the yellow team – your team captain is Marion Stone and her team leaders are

Mary Baldecchi from Membership  
Mary Lenhart from the Foundation and  
Joanne Davis from Membership.

**Representing Region 4** – otherwise known as the pink team – your team captain is Nancy Harris and her team leaders are

Reba Peden from Marketing  
Cindy Lane Hughes from the Foundation and  
Kristy Turner from Membership.

**Representing Region 5** – otherwise known as the purple team – your team captain is Brenda Johll and her team leaders are

Leslie Stokes from Marketing  
Mary Jo Denman from the Foundation and  
Lisa Mitchum from Membership.

**Representing Region 6** – otherwise known as the red team – your team captain is Tina Hurley and her team leaders are

Kristi Skipper from Marketing  
Mary Burns from the Foundation and  
Donice Alford from Membership.

**Representing Region 7** – otherwise known as the green team – your team captain is Brynne Williamson and her team leaders are

Deborah Waters from Marketing  
Marie Ringholz from the Foundation and  
Renee Kleinjan from Membership.

**Representing Region 8** – otherwise known as the orange team – your team captain is Karen Becker and her team leaders are

Cathy Hankins from Marketing  
Faynell Poe from the Foundation and  
Theresa Ann Alba from Membership.

NALS Foundation Chair Faynell Poe, PP, PLS capped off the THINK BIG announcement by adding that the Foundation would be awarding each region a \$1,000 grant to use in its campaign.

### **Regional Meetings**

Regional meetings were held Friday morning before the Networking Luncheon giving each Region a chance to begin plans for the THINK BIG membership competition to come up with wonderful ideas on how to get started.

### **Networking Luncheon**

NALS 2008-09 President Dee Beardsley, PP, PLS, recognized all those attending their very first NALS Professional Development Conference by asking them to stand and be recognized. We were also honored to have with us a very distinguished group of women. Since 1929, 37 individuals have served as NALS President and we were lucky to have ten of those past presidents in attendance.

Barbara Akins, PLS  
Mary Burns, PP, PLS  
Anita Cottrell, PP, PLS  
Donna Dendy, PP, PLS, CLA, TSC  
Mary Jo Denman, PP, PLS  
Jill Hale, PP, PLS, CLA  
Cathy Hankins, PP, PLS  
September Holmblad, PP, PLS  
Marie Ringholz, PP, PLS  
Sandra Yost, MBA, PLS

President Dee then introduced the Resource Center staff to be recognized for all they do for NALS throughout the year.

Membership Services Manager – Sandra Bates  
Communications Manager – Jay Moore  
Certification and Education Manager – Diana Price  
Meeting and Marketing Representative – Jennifer Reed  
And, of course, Tammy Hailey, CAE, our Executive Director

Tours of the Resource Center were scheduled to begin at 6 p.m. for anyone wishing to catch the shuttle. We were very fortunate to have the NALS past presidents act as our tour guides.

President Dee recognized and thanked the 2008-2009 NALS Board and leadership team for all their efforts to accomplish so much this past year, including:

- Release of Case Management and Trial Prep module.
- NALS Legal Training Course – We are excited to announce a new partnership with Stetson University, a top 100 law school located in Celebration, Florida. NALS and Stetson have developed an On-Line Legal Training Course bringing to fruition NALS' long time dream of providing a legal training course on-line for those individuals who are unable or unwilling to travel to their local chapter's LTC. Information on Stetson and this course is included in your conference materials.
- READYTALK – NALS is also excited to announce its partnership with ReadyTalk, a premier audio conferencing and webinar provider. NALS will now have the capability to present Webinars utilizing ReadyTalks' dynamic and easy to use interface. Look for more information and be ready to sign up for NALS' first webinar:

Thurs., April 16th, 8:00 p.m. Central Time  
Presented by David N. Horowitz, Esq.  
"Guess Who's Coming to Dinner"

- Completion of a new book The Competent Legal Secretary – now in the hands of an editor. Look for it in the year to come.
- *Inside NALS* blog. This is a blog by your officers and staff. You can also subscribe to the RSS feed and keep up to date with what's new in NALS.
- NALS new online Community – Ning! Sign up today!

At this time President-Elect Julie Abernathy, PP, PLS, took the stage for some special announcements.

Bonnie Hole was introduced to make a special presentation to outgoing President Dee Beardsley. A quilt was made for Dee from squares prepared by chapters, state associations, and friends all over the country, then put together and presented to Dee for her outstanding service as NALS president.

President-Elect Julie then shared several announcements including the strides NALS has made the last ten years to bring programs and services to the members. Just to name a few, these include:

- The website
- The leadership manual, NALS.org, evolved from a 3–ring binder to an online tool for leaders
- E-News, E-Learn, and Leading the Way
- The online learning center
- The capability for committees to meet online
- The NALS community
- BLOGS, including conference blogs and “Inside NALS”

To keep up with rising costs, and to continue to provide new products and services, there will be a slight increase in our dues amounting to 67 cents a month. The increase will be effective with the May mailings, which are the August renewals.

Have you joined the new NALS Community yet? If not, get online right now and join at [www.nalsnet.ning.com](http://www.nalsnet.ning.com). In addition, the NALS Facebook group is over 400 members strong! This is yet another fantastic way to communicate with your fellow members, share ideas, post questions, and learn exciting things about one another.

All information regarding the NALS Education Conference and National Forum scheduled in Irvine this October can be found on the NALS website. The room block is already filling up so make your reservations ASAP. NALS is also working on arrangements for tours of the area and would like to know if there is any interest before making final plans. A full bus is needed to finalize the tours, so if you are interested, email Cathy Hankins, PP, PLS at [chankins@bricker.com](mailto:chankins@bricker.com).

The 2010 NALS Education Conference and National Forum will be held in Branson, Missouri, October 20-24, 2010, at the Chateau on the Lake. The phone number for making your room reservation is 888-333-5253, and the room rate is \$119. Please be sure and share this exciting news with the other members of NALS.

NALS 2009-2010 President Julie Abernathy, PP, PLS introduced and swore in the 2009-2010 NALS Foundation Trustees:

*Faynell Poe, PP, PLS, Chair*  
*Mary Burns, PP, PLS*  
*Mary Jo Denman, PP, PLS*  
*Mary Lenhart, PP, PLS*  
*Cindy Lane-Hughes, PP, PLS*  
*Meri Nelson, PP, PLS, TSC*  
*Marie Ringholz, PP, PLS*  
*Dee Beardsley, PP, PLS, as Board liaison*

And working with the trustees,

Foundation Deputy Executive Assistant, Jennifer Reed and Executive Director, Tammy Hailey, CAE.

Foundation Chair Faynell Poe talked briefly about how the NALS Foundation “Puts Your Dollars” to work. Since last March, the NALS Foundation has presented \$14,600 in grants to NALS as well as to various regions, chapters, and state associations. The Foundation, along with all 8 Regions, funded Randy Singer and Sandy Geroux, the keynote speakers in Norfolk, and will also fund two keynote speakers in Irvine.

Your contributions and participation make it possible for the NALS Foundation to continue to fund quality educational programs for all levels of our great association. Many of you participate in the Foundation’s fundraising efforts by donating sweepstakes and auction items and many more participate by buying tickets. In addition, many of our members have chosen to make a financial contribution at one of our Investment Circle levels.

Faynell then recognized the NALS Past Presidents, the Members of Region 2 and the Members of Region 6 as Silver Circle Contributors.

She next recognized all the individuals present who have joined the circles.

Founder’s Circle:	Visionary’s Circle:
Jeannie Shaw, PP, PLS	Doris Compton, PP, PLS
Tina Hurley, PP, PLS	Nancy Gates, PP, PLS, CLA
Nancy Harris, PP, PLS	Carol Pyle
Julie Abernathy, PP, PLS	Reba Peden, PP, PLS
Marie Ringholz, PP, PLS	Anita Cottrell, PP, PLS
Mary Lenhart, PP, PLS	Mary Burns, PP, PLS
Nikkie Rice, PP, PLS	Mary Jo Denman, PP, PLS
Meri Nelson, PP, PLS, TSC	
Faynell Poe, PP, PLS	

Friend’s Circle	
Linda Kelley, PLS	Beverly Bishop, PLS
Peggy Sullivan, PP, PLS	Rita Alesi, PP, PLS
Dawn Fountain, PLS	Catherine Hankins, PP, PLS
Helene Wood, PP, PLS, TSC	Brenda Johl, PP, PLS
September Holmblad, PP, PLS	Lillian Murphy
Marsha Smitherman, PP, PLS	Karen Becker, PP, PLS
Patricia Infanti, PP, PLS	Dee Beardsley, PP, PLS
Misty Lewis, PP, PLS	Cindy Lane Hughes, PP, PLS

Faynell went on to challenge each of us to make a financial commitment and join the Circle by taking advantage the 10 x 10 program. Ten automatic monthly credit card installments of just \$10 are an easy and convenient way to make your tax deductible contribution and an excellent opportunity to be recognized for your support of the Foundation and your commitment to enhancing the value of the legal professional.

Faynell concluded by recognizing Past NALS President Kathy Siroky, PP, PLS for her past service as a Foundation Trustee. Kathy was not able to attend the conference this year, but a Certificate of Appreciation will be sent to her in thanks for her dedication and commitment to NALS.

### **Installation and President's Reception**

NALS Past Presidents Donna Dendy, PP, PLS, TSC and Barbara Akins, PLS installed the new board and administered the oath of office to the 2009-10 NALS Board of Directors as follows:

President, Julie Abernathy, PP, PLS (TX)  
President-Elect, Patricia E. Infanti, PP, PLS (PA)  
Secretary/Treasurer, Kathleen R. Amirante, PP, PLS (MI)  
Certification Director, Kathy Cline, PP, PLS, CLA (SD)  
Education Director, Doris Compton, PP, PLS (AR)  
Marketing Director, Ann Lang (ID)  
Membership Director, Helene Wood, PP, PLS (TX)  
Region 1 Director, Marion Sarcuni, PLS (NY)  
Region 2 Director, Karen A. Jackson, PLS (VA)  
Region 3 Director, Marion R. Stone, PP, PLS (MI)  
Region 4 Director, Nancy T. Harris, PP, PLS (AL)  
Region 5 Director, Brenda Johll, PP, PLS (WI)  
Region 6 Director, Tina Hurley, PP, PLS (TX)  
Region 7 Director, Brynne Williamson, PP, PLS (WA)  
Region 8 Director, Karen Becker, PP, PLS (CA)  
NALS Foundation Chair, Faynell Poe, PP, PLS (TX)  
Immediate Past President, Dee Beardsley, PP, PLS (CA)  
NALS Executive Director, Tammy Hailey, CAE (OK)

Dee Beardsley, PP, PLS presented the president's pin of office to NALS 39th President, Julie Abernathy, PP, PLS along with the traditional gavel. Julie reciprocated by presenting Dee with her past president's pin and gift before the past presidents welcomed her into their fold.

Julie spoke to the attendees on change. In order to ensure the future and growth of NALS, we must embrace change, allow the younger members to become our future leaders, and to utilize all the tools, benefits, and services NALS offers including NALS technology.

The President's reception followed. Attendees enjoyed a margarita toast at the Fiesta along with queso, guacamole, and salsa as we celebrated Julie's special day with Austin LSA as she was honored by her employer and family, as well as her NALS family and friends.

### **Leadership Sessions**

Leadership training was jointly conducted for both chapter/state presidents and presidents-elect and state and local membership chairmen beginning Friday morning.

#### **Presidents/President-Elects**

Chapter/state presidents/president-elects and state and local membership chairs, in separate sessions, were treated to a presentation led by Cathy Hankins, PP, PLS, and Jay Moore who demonstrated the NALS website and all it has to offer NALS leaders including the new Community.

On Friday afternoon the presidents/presidents-elect were treated to a unique session led by past Presidents Dee Beardsley, PP, PLS and Jill Hale, PP, PLS, CLA using the toys of our childhood to teach us leadership skills we learned then, and still use today.

Saturday morning found chapter and state presidents and presidents-elect attending NALS University. Ten class topics were offered and each "student" attended seven classes. Topics and instructors were:

- "Keep Yourself Out of Hot Water" (Governance Documents)–Peggy Sullivan, PP, PLS
- "Come on Baby Light My Fire" (Motivating Members)–Kathleen R. Amirante, PP, PLS
- "If you Don't Win the Lottery...Then Your Chapter Needs a Budget" (Finance and Budgets)–Beth Walker, PLS
- "The Power of Positive Thinking" (Overcoming Negativity)–Doris Compton, PP, PLS
- "Don't Be Afraid to Negotiate!" (Negotiating Contracts)–Tammy Hailey, CAE
- "U and I R Stuck in the Middle of Communicate!" (Communication Skills)–Donna Dendy, PP, PLS, CLA, TSC
- "This Little Piggy Went to Market!" (Marketing)-Kristi Skipper, PP, PLS
- "Let's Put the "FUN" in fundraising!" (Fundraising)–Faynell Poe, PP, PLS
- "It's a NALS Knockout! Or How About a Nice Hawaiian Punch?" (Programs with a Punch)–Kathy Cline, PP, PLS, CLA
- "On Your Mark, "Get Set, GO!" (Leading Effective Meetings)–Melissa Fuca, CLA

Following class, each student then graduated and received a diploma from NALS President-Elect, Patti Infanti, PP, PLS; 2008-09 President Dee Beardsley, PP, PLS; and 2009-10 President Julie Abernathy, PP, PLS recognizing their accomplishments.

On Saturday afternoon, the students continued at NALS University by attending a "Graduate" Class. Kathie Amirante conducted the session with the state presidents and presidents-elect, and Patti Infanti conducted the session with the local presidents and presidents-elect.

These sessions covered the nuts and bolts of running meetings, setting agendas, forming a leadership team, motivating members, dealing with difficult people, and making difficult choices.

### **Membership**

This year the state/local membership chairs workshop was divided into two parts to accommodate the packed conference schedule. The first session, Membership & Marketing Together, was conducted on Friday morning with membership Chair Sherri Krawitz, PP, PLS, and marketing committee member Leslie Stokes, PP, PLS, TSC-CL, leading the session, along with membership director Helene L. Wood, PP, PLS, TSC-RE, providing support. Sherri and Leslie tag-teamed on the synergistic nature of membership and marketing and promoted the Marketing Tool Kit. Leslie provided colorful handouts on marketing. It was an upbeat session and gave everyone many ideas to take back to their chapters. The second session of the membership workshop was held on Saturday with membership chair Sherri Krawitz leading and membership director Helene Wood again providing support. During the second membership session, Sherri promoted the Membership Tool Kit, involved the members attending the workshop in the conversation and brainstorming, and encouraged them to **think big!**, the new membership campaign for 2009-2010 announced by President Julie Abernathy, PP, PLS, on Thursday. Everyone liked the new theme and was anxious to put it into action. The state and local membership chairs and the others attending enjoyed the brainstorming and, at the conclusion of the workshop, left with a light step exchanging ideas as they went to their next session.

### **Recognition Luncheon, Closing and Networking Dinner**

The Recognition Luncheon is always one of the most anticipated events of the conference as the successes of our leaders, chapters, states, regions, and members are announced. President Julie Abernathy, PP, PLS began by recognizing the hard work and dedication of the Oklahoma members who were instrumental in putting the conference together. Oklahoma members Cindy Squier, PP, PLS, Gay Sellers, PP, PLS, and Katherine Warren, PP, PLS were presented with Certificates of Appreciation.

President Julie presented 2008-09 President Dee Beardsley, PP, PLS with her plaque, honoring her as NALS president.

NALS membership director Helene Wood, PP, PLS, and membership chair Sherri Krawitz, PP, PLS announced the winners of the Gotta Have it NALS Membership Campaign.

The Roaring 20's Award is presented to the winners of the drawing of all new members. The winner will receive \$25 in NALS bucks. The winner is Jamie Lommen of Montgomery ALS, Alabama.

The Swinging 30's & 40's Award is presented to the winner of the drawing of all renewing members. The winner will receive \$50 in NALS bucks. The winner is Nancy Laird of New Mexico.

The Nifty 50's Award is presented to the winner of the drawing of all sponsoring members. The winner will receive \$75 in NALS bucks. The winner is Lisa Boyd of NALS of West Michigan.

The Psychedelic 60's Award is presented to the top recruiter in the nation. The winner will receive \$100 in NALS bucks. The winner is Beth Gravley of NALS of Greater Minnesota for recruiting 17 members.

The Disco 70's Award is presented to the winner of the drawing of student members who join or renew. The winner will receive \$19 in NALS bucks towards their next national dues. The winner is Andrea Hepburn of Florida.

The Fab 80's Award is presented to the region with the highest percentage of retention and will receive one free NALS Conference registration. The winner is Region 5 with 84 percent retention.

The Retro 90's Award is presented to the state with the highest percentage of retention and will receive one free NALS Conference registration. The winner is NALS of Oklahoma with **177 percent** retention.

The Your Choice Award is presented to the winner of the final drawing of all remaining names. The winner will receive \$100 in cash and the winner is Glenda Fuqua of Lubbock LPA, Texas.

Helene congratulated everyone who participated in "Gotta Have it NALS" campaign. NALS membership currently totals 4,000 with retention at 77 percent.

Immediate Past President, Dee Beardsley, PP, PLS, presented a leadership pin to the 2008-09 leadership team, which included the Board of Directors, Committee Chairs, Committee Members, Task Force Members, NALS Foundation Trustees, Online Learning Center Facilitators, and NALS life members. Over 120 individuals served on the 2008-2009 Leadership Team.

President Julie also acknowledged all CLE award recipients in attendance as follows:

Original  
Twila Bowersmith, PLS  
Stephanie Pearlman, PP

Renewal  
Mary Burns, PP, PLS  
Jill Hale, PP, PLS, CLA  
Sherri Krawitz, PP, PLS  
Barbara Leach, PLS  
Janette Olexa, PP, PLS, CPS  
Reba Peden, PP, PLS  
Lisa Price, PLS, CP  
Marsha Smitherman, PP, PLS

all newly certified members in attendance as follows:

**New PLSs in attendance**

Karen Branigan, PLS  
Renee Kleinjan, PLS  
Lisa Mitchum, PLS

**Newly recertified PLSs**

Beverly Bishop, PLS  
Twila Bowersmith, PLS  
Mary Burns, PP, PLS  
Marcy Carter, PLS  
Kathy Cline, PP, PLS, CLA  
Deidra Daniels, PP, PLS  
Joanne Davis, PP, PLS  
Melissa Flannigan, PLS  
Dawn Fountain, PLS  
Jacquelyn Hannigan, PP, PLS  
Beth Koerber, PP, PLS  
Sherri Krawitz, PP, PLS  
Vicky LaPradd, PP, PLS  
Alexis Montgomery, PP, PLS, TSC  
Dolores Oliver, PLS  
Reba Peden, PP, PLS  
Sharon Simpson, PLS  
Mary Smith, PP, PLS  
Traci Spahr, PLS  
Gloria Thomas, PP, PLS  
Hilda Thompson, PLS  
Loretta Ulmer, PLS

**New certified PP in attendance**

Kateri Jordan, PP  
Michelle Ward, PP  
Katherine Warren, PP

**Newly recertified PPs**

Julie Abernathy, PP, PLS  
Donice Alford, PP, PLS  
Mary Burns, PP, PLS  
Marcie Carter, PP, PLS  
Kathy Cline, PP, PLS, CLA  
Doris Compton, PP, PLS  
Deidra Daniels, PP, PLS  
Joanne Davis, PP, PLS  
Donna Dendy, PP, PLS, CLA, TSC  
Mary Jo Denman, PP, PLS  
Vickie French, PP, PLS  
Rita Ann Gilson, PP, PLS  
Jill Hale, PP, PLS, CLA  
Nancy Harris, PP, PLS  
September Holmblad, PP, PLS  
Catherine Hankins, PP, PLS  
Jacquelyn Hannigan, PP, PLS  
Patricia Infanti, PP, PLS  
Beth Koerber, PP, PLS  
Sherri Krawitz, PP, PLS  
Vicky LaPradd, PP, PLS  
Wendy Latham, PP, PLS  
Mary Lenhart, PP, PLS  
Reba Peden, PP, PLS

Faynell Poe, PP, PLS  
Marsha Smitherman, PP, PLS  
Cynthia Squier, PP, PLS  
Peggy Sullivan, PP, PLS  
Elizabeth Wells, PP, PLS, TSC-RE  
Helene Wood, PP, PLS, TSC

and all certified members in attendance stood and were recognized.

NALS Foundation Chair, Faynell Poe, PP, PLS, and Past President Dee Beardsley, PP, PLS assisted President Julie in presenting the Jett Awards. Each year NALS awards chapters and states who share their successful membership efforts and education endeavors with a Jett Award.

Receiving Cornerstone awards were Mississippi LPA for their [mississippilpa.org](http://mississippilpa.org) and RLSA (VA) with Lessons in Law.

The Keystone Award winners were Houston ALP for their program “Super CLE Saturdays” and Texas ALP with “Come Fly Me and Texas Train to Tomorrow.”

The coveted Founder’s Award, recognizing the best of the best, was presented to NALS of Central Ohio for their NALS @ Noon program.

Faynell also recognized new Circle Club Donors Tally Rayford, Renee Kleinjan, PLS, and Holly Mitchell.

### **Professional Development and Education Sessions**

The sessions offered this year covered a variety of Professional Development and Education topics:

Business Etiquette: Peggy Sullivan, PP, PLS, covered topics ranging from meeting and greeting visitors to the right way to make or respond to a toast. The bottom line is that etiquette and manners are all about people and you don’t really get a second chance to make a good impression.

Current State of the United States Immigration Law: Campbell Cooke, Esq. examined where immigration is at the moment, including the state of the borders, the state of visa and benefit availability, the current political trend in Washington, the effect of the Tulsa County Sheriff’s 287(g) program, and where we appear to be headed.

Business Solutions for Greater Productivity: Karl Schoen (Shane), Corporate Sponsor Avery, give timesaving tips, image-enhancing ideas, and cost-saving options to put professional polish on mailings, presentations, and meeting materials. He also introduced Avery’s new eco-friendly line of recycled products.

Introducing the Future of NALS Online Education – ReadyTalk: Jay Mills and Shawn Cardinal walked us through current trends in our industry and how organizations are choosing to work in an environment of greater time constraints and smaller budgets.

Pet Project – The Only Property that Will Miss you When You're Gone: D. Faith Orłowski, Esq. discussed how to make provisions for your pets in your estate planning documents.

Negotiating the Wild Blue Yonder: Karen Becker, PP, PLS, covered the organization, efficiency, and diligence necessary to run our desks effectively.

Guide to Preparing Witnesses for Trial: Carl H. Morrison, II discussed trial preparation with an emphasis on preparing witnesses and the role secretaries and legal assistants play in this.

Word Perfect – Advanced Tips, Tricks, and Q&A: Stephanie Floyd, PP, PLS, helped us discover some quick tips to become more efficient with some of WordPerfect's features.

Forensic Technology and CSI: Crime Detection in the Future: Frank Ziegler gave a summary of emerging technology that will significantly enhance law enforcement's ability to solve crimes.

Living Fearlessly in a Leaner, Meaner Job Market: Marsha Smitherman, PP, PLS, talked about strategies to keep you flexible in a changing job market. You will learn how to maintain an awareness of what your boss thinks is important without losing sight of your own goals and interests. This session will empower and encourage you to play the hand you are dealt in the workplace.

Myths of the Criminal Justice System: Jay Swearingen – Are there innocent people in prison? How accurate and reliable is eyewitness identification. Is our system of criminal justice fair regardless of race or social status? Jay Swearingen is the executive director of the Midwestern Innocence Project and will illustrate the need to tweak our criminal justice system to make it more just.

An Innocent Man: Dennis Fritz, one of the main characters in John Grisham's only non-fiction work, "An Innocent Man," explains what life was like when he spent 12 years in prison for a crime he did not commit.

How to Create a Best-of-the-Best Program for Your State or Chapter – NALS Jett Award Founder's Award: Cathy Hankins, PP, PLS, discusses the program her chapter developed "NALS @ Noon."

## **Wrap Up Session**

Faynell Poe, PP, PLS, Foundation Chair, thanked everyone for their support of the Foundation and announced that the auction raised approximately \$5,491.25, Circle donors paid in full raised \$2,800 with additional Circle renewals and new donors participating in the installment plan totaled \$1,200. The first "Dress a Star" contributor is Region 3 who purchased Cathy Hankins, PP, PLS to dress as a favorite star at the Irvine conference this fall. The Foundation also received a general donation of \$250. All of this combined gave the Foundation at total of \$9,841.25 at this conference. Faynell also announced three new Circle Members – Lisa Mitchum, PLS, Kathie Amirante, PP, PLS, and Rita Gilson, PP, PLS.

NALS members help the NALS Foundation through their support of the various sweepstakes drawings at NALS conferences, and in turn the NALS Foundation "Puts Your Dollars to Work" by helping NALS members. This year the Foundation awarded a grant of \$1,000 to each Region to be used for its "THINK BIG" membership campaign. Drawings for the Foundation sweepstakes prizes were then conducted.

The final event of the conference was the networking dinner after which the DJ fired up the amps and got the crowd rockin' and rollin' on the dance floor. Special guests included Elvis Presley, Marilyn Monroe, Audrey Hepburn, Harpo Marx, and Cher.

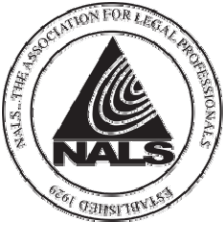
## **And A Final Thank You**

Special thanks to our corporate sponsors, exhibitors, and advertisers, Legal Directories Publishing Company, Aflac, Haynes and Boone, LLP, Avery Dennison, Liberty Mutual, Esquire, ReadyTalk, Texas ALP, Austin LSA, Inc., FindaCourtReporter.net, Region 6, Tri-County LPA, and NALS of Orange County.

Special recognition also goes to the staff of the NALS Resource Center. Without their tireless efforts, our association would not function. Our fabulous Resource Center Staff includes:

Tammy Hailey, CAE, Executive Director  
Saundra Bates, Membership Services Manager  
Diana Price, Education & Certification Manager,  
Jennifer Reed, NALS Meetings & Marketing Assistant, and  
Jay Moore, Communications Manager

Words cannot express how thankful we are for each of you and your dedication to our association and its members.



**REGION 3 RETREAT**  
**Best Western LaPorte Hotel & Conference Center**  
**LaPorte, Indiana**  
**July 24-25, 2009**



*Only one registrant per form – copy for additional registrants or guests*  
 \* PLEASE TYPE OR PRINT CLEARLY \*

First Time Attending Region 3 Retreat?       Yes     No

Member    Non-Member    ALS (Yr. Certified) \_\_\_\_\_    PLS (Yr. Certified) \_\_\_\_\_    Certified PP (Yr. Certified) \_\_\_\_\_

Name: \_\_\_\_\_ Nickname for Badge: \_\_\_\_\_

Chapter: \_\_\_\_\_ State: \_\_\_\_\_ NALS Member #: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Company Name/Address: \_\_\_\_\_

Phone # (Home): \_\_\_\_\_ (Business): \_\_\_\_\_ (Fax): \_\_\_\_\_

E-mail Address: \_\_\_\_\_

Guest Name: \_\_\_\_\_

If currently serving as National, State, or Chapter Officer, please specify capacity:

National Officer: \_\_\_\_\_

NALS Foundation: \_\_\_\_\_

State: \_\_\_\_\_ State Officer: \_\_\_\_\_

Chapter: \_\_\_\_\_ Chapter Officer: \_\_\_\_\_

If Past National Officer or State Officer, specify highest office held and year(s) served:

**REGISTRATION**

<b>Early Bird Member Registration:</b> Includes All Seminars and Meals - Deadline - Postmarked not later than April 30, 2009	\$80.00	
<b>Regular Member Registration:</b> Includes All Seminars and Meals – Deadline - Postmarked not later than June 30, 2009	\$90.00	
<b>Student Registration:</b> Includes All Seminars and Meals – Deadline Postmarked not later than June 30, 2009	\$60.00	
<b>Non-Member Registration:</b> Includes All Seminars and Meals – Deadline Postmarked not later than June 30, 2009	\$140.00	
<b>Guests:</b> All meals and Barker Mansion	\$60.00	
<b>Couples:</b> Member and potential member	\$140.00	
<b>TOTAL REMITTANCE ENCLOSED</b> (after June 30, 2009 please add \$30 late fee)		<b>\$</b>

**COMPLETE AND MAIL WITH PAYMENT TO:**  
**Marion R. Stone, PP, PLS, 162 West Lowry, Brooklyn, MI 49230**

**MAKE CHECK PAYABLE TO:** NALS Region 3

**CANCELLATIONS:** Cancellations received by June 15, 2009, will be fully refunded. Cancellations received from June 15 – July 1 will be refunded less a \$50 handling fee.

**NO REFUNDS AFTER July 1, 2009**

**DIRECT REGISTRATION QUESTIONS TO:** Marion Stone, PP, PLS, NALS Region 3 Director, [mstone@co.jackson.mi.us](mailto:mstone@co.jackson.mi.us)

## Region 3 Retreat 2008

**Friday, July 24, 2009**

- 4:00 – 6:30 p.m.      **Registration** (Hotel Lobby)
- 4:00 – 6:00 p.m.      **NALS of Michigan Board of Governors Meeting**
- 6:30 – 9:00 p.m..      **Welcome Party with Dinner; Region 3 Meeting; “Are You Smarter Than . . . in Written Communications and Legal Knowledge & Skills (Poker—NALS Certification Style)**

**Saturday, July 25, 2009**

- 8:00 – 8:30 a.m.      **Registration** (Hotel Lobby)
- 8:30 – 9:30 a.m.      **Toot Your Own Horn** – Kathleen Amirante, PP, PLS, NALS Secretary-Treasurer
- 9:30 – 9:45 a.m.      **Break**
- 9:45 – Noon          **Medical Malpractice—Michigan laws versus Indiana laws.**
- Noon – 1:15 p.m.      **Lunch**
- 1:15 – 2:30 p.m.      **Millennials in the Workforce** – Jennifer Fisher, Assistant Director of Career Services at Manchester College.
- 2:30 p.m.              **Depart to Barker Mansion** -- tour with lemonade and cookies

\*\*The above seminar topics and subject to change without notice. Every effort will be made to notify registrants of a change in topic, that that notification cannot be guaranteed.\*\*

### Hotel Accommodations

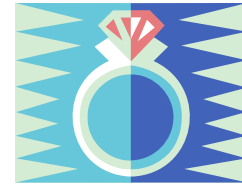
**Best Western Laporte Hotel & Conference Center**  
**444 Pine Lake Avenue, LaPorte, IN 46350**  
**(219) 362-4585**

Hotel reservations must be made directly with the hotel. Be sure to tell them you are with NALS Region 3. Room rates are \$89.00 plus tax and include continental breakfast.



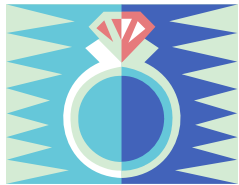
This program is made possible through  
a grant from the NALS Foundation

**“RING” IN SUPPORT  
FOR THE NALS FOUNDATION**



Region 3 is “ringing in support” of the NALS Foundation by sponsoring a raffle for a Ruby and Diamond Ring awarded to us by the NALS Foundation. Ticket sales will benefit the NALS Foundation

The drawing will be held on Saturday, July 25 during the Region 3 meeting. For those unable to join us in LaPorte, Indiana, we are offering advanced ticket sales. Simply fill out this form and return it with your check. Ticket requests received prior to July 10<sup>th</sup> will be entered into the drawing.



**“Ring” in Support  
Of the NALS Foundation  
Diamond and Ruby Ring  
(Please print legibly)**

Name: \_\_\_\_\_ Phone # \_\_\_\_\_

Address: \_\_\_\_\_

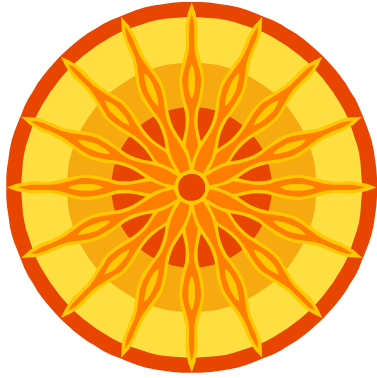
Number of Tickets: \_\_\_\_\_

**\$5 each or 5 for \$20**

*Proceeds benefit the NALS Foundation,  
a 501(c)3 nonprofit education foundation  
Drawing to be held July 25, 2009 at the  
NALS Region 3 Conference  
**Need not be present to win***

**Send check payable to Region 3 to:  
Marion R. Stone, PP, PLS  
c/o Jackson County Circuit Court  
312 South Jackson Street  
Jackson, MI 49201**

Ticket “receipt” will be mailed upon receipt of payment  
Mail in requests must be received by July 10, 2009



## "SPIN TO WIN"

### Region 3's FUN-d raising event

Last year, the "Lucky Horseshoe" Fun-d raising event was a great success. In keeping with that idea, and considering we will be in "casino country", this year we will have a "Prize Wheel". Chapters and/or members are asked to donate gift cards or cash, and prizes will be by a "spin of the wheel".

Attendees will have a chance to purchase tickets (\$1 each or 6 for \$5) on Friday and Saturday. Saturday afternoon tickets will be drawn, and each winner will "spin to win".

Please notify Roxann Repasy ([rrepasy@comerica.com](mailto:rrepasy@comerica.com)) no later than July 3, 2009 of your donation.

Gift cards (or checks payable to Roxann if donating cash) should be sent to

Roxann Repasy  
Comerica Bank  
Charitable Services Group MC 9413  
101 N. Main St Suite #100  
Ann Arbor MI 48104



Thank you for your support, and "Happy Spinning"