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March/April 2009

REGION 5 NEWSLETTER

Iowa, Kansas, Minnesota, Nebraska, North Dakota, South Dakota, Wisconsin

2009-2010 NALS Board of Directors

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

News

NALS Foundation Purple Carpet Gala

Do you know a Foundation Trustee, a NALS Board Member or a NALS Past President who has “star quality”? Give them their chance to shine at The NALS Foundation’s “Purple Glob Awards” on Saturday, October 10, 2009, during the NALS Annual Educational Forum in Irvine, CA. Members, chapters, state associations and regions have the opportunity to “dress” a Foundation Trustee, a NALS Board member, or a NALS Past President as a hollywood star.

Registration fee is \$100 and the “stars” are limited, so pick your star and let the Foundation know!

THE NALS FOUNDATION

Many of you may ask

What is The NALS Foundation? Well, ... we are way more than asking for **\$20 BUCKS!**

For a bit of history ... the NALS Foundation was established in 1989 and was originally called the 20/20 Patrons Fund. You had to be a member of NALS for 20 years or more and the yearly dues to join the Patrons was \$20.00. You may have noticed that if you purchased your \$20 Bucks worth of raffle tickets in Tulsa you received a 20 years of 20 Bucks button. We are celebrating our 20 year anniversary this year.

The NALS Foundation is a 501©(3) nonprofit educational foundation working hand in hand with NALS ... the association for legal professionals to enhance educational opportunities. Since its inception, the NALS Foundation has awarded grants and contributions of over \$140,000 for the benefit of chapters, states, and regions.

In future articles, I will share information regarding the following programs which the NALS Foundation is associated with to assist your chapter, state or region with:

- Grants
- Jett Awards
- Keynote Speakers
- Partnering Opportunities with the NALS Foundation
- Circle Donations
- Endowment Opportunities
- Tax Deductible Contributions

Please do not hesitate to contact me if you have any questions as to the NALS Foundation and how we can assist you.

Mary Burns, PP, PLS
2009-2010 NALS Foundation Trustee

mary.burns@mlb.com
Telephone: 414-225-3527



**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.

- 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. 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.

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 Johll, 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 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 Orlowski, 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.

Certification Exams

NEW ADVANCED MANUAL AVAILABLE:

Thomson West Publishing, in cooperation with NALS' Text Development Committee, has released the new 9th edition of NALS Advanced Manual for the Lawyer's Assistant. This is "required reading" to prepare for the PLS and PP exams and for teaching the NALS Legal Training Course. Accompanying student and teacher guides are also available. The Manual retails at \$75 and can be ordered at www.west.thomson.com.

NOTE: The current Text Development Committee is working on updates to the 9th Edition of the Basic Manual for the Lawyer's Assistant, with the 10th Edition to be released in 2009.

Application deadlines:

March: Postmarked by January 1

September: Postmarked by August 1

Applications for the September 26, 2009 certification exams should be postmarked by January 1, 2009.

NALS OF MISSOURI PRESENTS:

I am writing to draw your attention--those of you who have not heard--to the fact that NALS of Missouri has completed a new PP mock exam. It is a full mock exam including **all four parts of the exam** structure, with **260 new questions**. It has been subjected to an extensive review and proofreading process and is a top-flight product.

The mock exam also includes a page explaining the correspondence between the PP mock exam and PLS exam structure, for those who must teach both groups (and as we all know, sometimes both groups at once). It is our estimate that in addition to being able to use all of Parts 1 and 3 for PLS instruction, roughly 75% of the questions in Part 4 are drawn from the PLS texts and at least two thirds of the material in Part 2 is appropriate for PLS study.

The mock exam is ready for sale and costs \$100. It is the same size and uses the same format as the current NALS Mock Exam for the PP--it just gives your study group 260 additional questions to test their skills before the exam. The mock exam is drawn from the current texts approved for study for the fall exam.

To purchase the exam or get more information about it, please contact Marsha Smitherman at Msmitherman@lathropgage.com or call her at (816) 460-5363 days.

Reminders

NALS Survey: Don't forget to go on NALS website and complete the NALS survey. Keep in mind this helps NALS better serve its members.

Online Community Bulletin: Do you have a question or comment that you wish to share with other NALS members? Use the Online Community Bulletin to post your question or message.

Publications: Be certain to read your @law. Also, retrieve NALS e-Learn (articles relating to timely legal news sent monthly), Leading the Way, and e-News from NALS website.

Jett Awards: Don't forget about the Jett Awards. The information now can be downloaded from NALS website. Jett Awards are given to States and Chapters for exceptional programs. Check out the information to see how the programs can work for your State or Chapter.

Foundation Grant Deadline:

IT'S NALS FOUNDATION GRANT TIME:

June 1 is the next deadline for chapters, states and regions to apply for a NALS Foundation Grant to help you with your education, membership, marketing, certification or technology project. Go to www.nals.org for the application.

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 mail a NALS Foundation grant application before the deadlines: The deadlines for receipt of proposals are:

March 1
June 1
September 1
December 1

NALS Chats: Go to the NALS website to check the upcoming schedule of chats. The chats begin at 8 p.m. central time. All sessions (including the Online Study Group) will start at 8:00p.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. Take a look at the upcoming sessions and for more sessions look at the [complete schedule for 2008-9](#) and mark your calendars today!

Online Learning Centers sessions are scheduled to last about one hour while Online Study Group sessions are scheduled to last two hours, and you are welcome to join chats already in progress. Contact Jay Moore at moore@nals.org to suggest a center topic, schedule a learning center session, or request a log of previous sessions.

[Schedule for Online Learning Center and Online Study Group Sessions](#)
all dates are subject to change and more information will be posted soon

April 8 - Online Learning Center - **Membership** 1 CLE ([certificate](#))

April 22 - Online Learning Center - **Marketing**

Miss America, Mr. Universe - No, It's the NALS Award of Excellence Winner - What does it take to win this coveted prize?

May 13 - Online Learning Center - **Strategic Planning**

"think big"

May 27 - Online Learning Center - **Legal Document Preparers** 1 CLE ([certificate](#))

June 10 - Online Learning Center - **Bankruptcy** 1 CLE ([certificate](#))

June 24 - Online Learning Center - **Dealing with the Downturn in the Market Place** 1 CLE ([certificate](#))

July - No Sessions

NALS REGION 5 MEETING
Minutes of the March 13, 2009 Meeting

Regional Director, Brenda J. Johll, PP, PLS, called the meeting to order at 11:30 a.m. The following Region 5 members were present: Kathleen Cline, PP, PLS, CLA (South Dakota); September Holmblad, PP, PLS (Minnesota); Mary Burns, PP, PLS (Wisconsin); Loni Smith (South Dakota); Barbara LeCaptain (Wisconsin); Beth Koerber, PP, PLS (Wisconsin); DeAnne Brooks (Minnesota); Renee Kleinjan, PLS (Minnesota); and Mari Johnson, PLS (Minnesota).

Regional Director Brenda announced the new NALS membership drive “Think Big.” NALS is giving each region \$1,000 to be use in any way to increase membership. The members present held a discussion on how to implement the program in Region 5. Members are encouraged to provide ideas on how to increase Region 5’s membership. The regions were challenged to increase and retain their membership by 10%. NALS will host a party for the winning region at their 2010 regional meeting hosted. There are currently 332 members in Region 5. Our team is: Lisa Mitchum (Georgia); Mary Jo Denman (Georgia); and Leslie Stokes (Texas).

Other Business

Regional Director Brenda provided information regarding the 2009 Region 5 Conference on Thursday, August 6, 2009, through Saturday, August 8, 2009, in Eau Claire, Wisconsin.

The NALS 58th Annual Education Conference & National Forum is October 8 – 11, 2009, in Irvine, California. Because NALS will be celebrating their 80th anniversary, the Saturday night banquet will be more formal.

NALS 20/20 will be providing each Region a NALS triangle to decorate. It will be auctioned off at the Conference. September volunteered to ask her daughter to help design and decorate the triangle for Region 5.

The 20/20 foundation will be holding a fundraiser. There will be a contest to dress a member of NALS as a star. The cost of entry is \$100. The members in attended discussed and decided that Region 5 would participate. Kathleen Cline agreed to be dressed as the star.

Regional Director Brenda displayed the ring provided to the region. The drawing for the ring will be drawn at the Region 5 meeting. A registration to a webinar will also be included as a raffle item.

At last year’s meeting, Region 5 voted not to hold a regional conference in 2010. Because of the new “Think Big” initiative, it was discussed and decided Region 5 would need to have a

Regional Conference in 2010. DeAnne Brooks, of NALS Twin Cities, will discuss with her chapter the possibility of hosting the conference and will let Regional Director Brenda now.

There being no further business before the members, the meeting was adjourned at 11:55 a.m.

Beth Koerber, PP, PLS
Secretary – pro nunc

Approved:

Brenda J. Johll, PP, PLS
Region 5 Director



Announcing the New Membership Plan

NALS has been serving the legal profession for 80 years and we need your help to continue the level of excellence that has made us THE association for legal professionals. You will see the above logo as a reminder to "think big" when it comes to what you want from NALS and how you can help grow the association in your local areas. NALS wants to know from you how we can best provide the services and products you want and need. The only way we can do this is by feedback and assistance from you.

We need your help to grow! We are just beginning a membership campaign for the coming year, which ends at the end of February 2010. We are committed to NALS and our needs are simple.

All we need is for each of us to reach out: Reach out to our colleagues and friends in the legal profession; reach out to firms; reach out to our bar associations; just reach

out . . .

You will be receiving information from us on how we can grow our local and state chapters and also how we can show your co-workers and colleagues the benefits of NALS and what we have to offer them. In these tough economic times it is more important than ever for us to work together to help the legal services profession and NALS members to thrive.

This announcement is brought to you by your Region 5 Team Leaders:

Brenda Johll brendajohllpppls@gmail.com

Lisa Mitchum lmitchum@sbpllaw.com

Mary Jo Denman mdenman@mindspring.com

Leslie Stokes legal1superstar@yahoo.com

Thank you for allowing me the great privilege of serving as your Region 5 Director. I look forward to getting to know more of the Region 5 members. Attending the Professional Development and Education Conference in Tulsa as a member of the Board of Directors for the very first time was very cool, and I learned a lot from my training as a Director and attending the Board meeting.

I will be in touch very soon with the Region 5 registration for our meeting in August. I will also be sending out information relating to the THINK BIG! campaign, and the premium prize tickets.

Remember, I am here to serve all of you, the members. If I can help in any way, please let me know.

Brenda