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# NEWS NALS

ARKANSAS ♦ LOUISIANA ♦ OKLAHOMA ♦ MISSISSIPPI ♦ MISSOURI ♦ TEXAS

## Region 6

*Let the Journey Begin...*

**NEWS FROM THE NALS**

### Membership Committee

**Julie Abernathy, PP, PLS, NALS Membership Director**

Congratulations to the winners of the World Series category of the "Get in the Game with NALS" membership campaign. Winners were announced during the March Tulsa Professional Development Conference and the winners were:

**Most at Bats Award:**

Becky Barfield, PP, PLS  
 Mobile LSA, AL

**Cy Young Award:**

Roberta Welch, PP, PLS  
 Jackson LSA, MS

**MVP Award:**

Holly Fisher, PLS  
 NALS of Pierce County, WA

**Future Stars Award:**

NALS of Greater Minnesota

**Golden Glove Award:**

Wisconsin Association for Legal Professionals

**Grand Slam Award:**

Region 6

**Hall of Fame Award:**

Linda Davenport  
 Rutherford/Cannon County LP, TN

Congratulations to everyone who participated in this campaign! The new 2006-2008 membership campaign was launched at the Tulsa PD Conference, "Let the Journey Begin." The new campaign has a travel theme and we have been challenged to Retain....Recruit....Recognize and make NALS **great by 2008**. Please contact your state or local membership chair for more details!



## NALS MARKETING COMMITTEE UPDATE



**Karen J. Switzer, PP, PLS, NALS Marketing Director & Kathie Amiranti, PP, PLS, NALS Marketing Chair**

Our focus this year will be on going back to the basics and helping our membership with their marketing needs. We cannot do a lot on a large scale and must depend on the local chapters to handle the grass roots marketing. Our goal is to provide them with the information and tools they need to do it. We want to develop new and better ways to sell our all-inclusive structure and ways to tap into the student market and beginning secretary market to promote the ALS certification. This certification is one of a kind and we should be using it to attract students and younger members.



Last year's marketing committee implemented the Marketing Tool Kit and Jay has posted the information to the NALS website and it is available for download (see pg 3). This toolkit will be a great resource for your state and local chapters and, with your help, will continue to evolve.

This year the Marketing Committee has assigned each of its members to a region. We would then contact all the local marketing chairs and/or presidents to address their marketing needs. We want to make sure that the members on the local level are aware of the marketing tool kit, the project easy ads, the fact these ads can be made into posters and obtained from Jay to post in schools, law firms, courthouses, and anywhere we can, and of course Book 10 of NALS.org.

The following are the committee members' assignments by region:

- Region 1 Lori Stewart – Virginia
- Region 2 Betty Moorman - Virginia
- Region 3 **Faynell Poe – Texas**
- Region 4 Renee Kleinjan - Minnesota
- Region 5 MarVella Playle – Minnesota
- Region 6 **Peggy Sullivan – Missouri**
- Region 7 to be determined
- Region 8 to be determined

# Recap of Tulsa Conference

By: Dee Beardsley, PP, PLS ♦ NALS Secretary/Treasurer

## NALS 2006-2007 BOARD OF DIRECTORS

### OFFICERS

#### President

Cathy Hankins, PP, PLS -  
Ohio

#### President Elect

Kathy Siroky, PP, PLS -  
Wyoming

#### Secretary/Treasurer

Dee Beardsley, PP, PLS -  
California

### FUNCTIONAL DIRECTORS

#### Certification Director

Joani Yingling, PP, PLS, CLAS  
- Arizona

#### Education Director

Patti Infanti, PP, PLS -  
Pennsylvania

#### Marketing Director

Karen Switzer, PP, PLS -  
Virginia

#### Membership Director

Julie Abernathy, PP, PLS -  
Texas

### REGIONAL DIRECTORS

#### Region 1 Director

Elizabeth Marrs, PP, PLS -  
Maine

#### Region 2 Director

Deborah M. Yencha, PP, PLS -  
Virginia

#### Region 3 Director

Sherri J. Bowden, PLS -  
Michigan

#### Region 4 Director

Tina Boone, PLS - Tennessee

#### Region 5 Director

Tami Michalak, PP, PLS -  
Wisconsin

#### Region 6 Director

Stephanie Floyd, PP, PLS -  
Mississippi

#### Region 7 Director

Jeanne M. Preston, PP, PLS -  
Oregon

#### Region 8 Director

Caryn Wolchuck, PP, PLS,  
CPS/CAP - California

#### NALS Executive Director

Tammy Hailey, CAE

#### NALS Immediate Past President

Mary Jo Denman, PP, PLS -  
Georgia

Tropical Tulsa welcomed arrivals to the 2006 NALS Professional Development and Educational Conference as we joined our very own travel guru, Cathy Hankins, PP, PLS, on her continued journey to Maximize Your Potential in 2006-2007.

It was a balmy 75° when members began arriving in Tulsa on Tuesday and a tropical 85° when they left on Sunday, suitcases and bags filled to the brim with materials and notes for a successful year. With only a brief cold snap in the middle and some lightening for special effect, the conference provided a refreshing jump start to the coming year.

Cathy, in her own imitable way, shook up the status quo at this conference by changing the schedule which kept everyone on their toes and provided lots more time for renewing acquaintances and making new friends.

### Pre-Conference Activities

The conference officially began on Thursday afternoon with orientation for the 2006-7 NALS Leadership Team consisting of board members, committee chairs, committee members, task force members, NALS Foundation trustees, and staff under the leadership of NALS President-Elect, Kathy Siroky, PP, PLS.

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.

On arrival, attendees discovered changes in the conference program from past years: no late committee meetings, earlier starts, early finishes, more time for networking and enjoying the culinary delights of Tulsa.

### Opening Keynote, Installation and President's Reception

NALS President Mary Jo Denman, PP, PLS, opened the conference by thanking the 2005-6 NALS Leadership Team which consisted of 150 members serving as board members, chairs, committee members, On-Line Learning Center volunteers and staff. There were six NALS Past Presidents in attendance—Anita Cottrell, PP, PLS, **Donna Dendy, PP, PLS, CLA, TSC**, Jill Hale, PP, PLS, CLA, September Holmblad, PP, PLS, Debbie Nickerson, PP, PLS, and Susan Turner, PP, PLS.

Gail Wolfe, Foundation Chair, introduced our opening keynote speaker, Dale Smith Thomas, a motivational speaker whom we first heard in Biloxi, who used the *Wizard of Oz* as a leadership tutorial to help us unleash our personal power. Through the power of her words and stories, Ms. Thomas reminded us:

- Personal responsibility, begins and ends with us
- A positive attitude is a choice, not an emotion
- If you choose to be negative, you made that choice
- Chaos happens, but you can change your response to it

- You cannot complain about what you permit
- If you let someone else's actions change your day, you give them power over you
- Unleashing your power is about knowledge. Who are you?
- Focus on what you do have, not what you don't have
- Write down your goals (personal or professional) because you cannot hit a target you cannot see
- What is the most important thing you want to accomplish in 2006?
- What do you have to do to achieve that goal?
- Life is about choices

Gail reminded everyone that the Foundation ATM grants were available at this conference for both a General and Leadership Retreat Toolkit and encouraged applications.

NALS 2005-6 President Mary Jo Denman, PP, PLS, thanked the NALS Foundation for what they bring to us. She announced that this year there would be only one CLE certificate issued, and the handouts for all the sessions (excluding leadership) were included in the registration packet. She also announced that the evaluation sheet for the entire conference could be picked up at the closing session.

The awards for the healthy challenge were handed out. With over 5 million steps, All Star award winner Joani Yingling, PP, PLS, CLAS, CNSA, literally out ran the competition by completing 8 half marathons and training 100 miles a week. Also receiving recognition for their efforts were Caryn Wolchuck, PP, PLS, CPS/CAP (Rookie award) and **Misty Lewis, PP, PLS** (Major award):

Mary Jo then said farewell and thanked everyone, including her local chapter, state, and fellow board members for making her year memorable.

Tammy Hailey, CAE, NALS Executive Director, made these announcements:

- **Bricker & Eckler, LLP, NALS of Ohio, NALS of Central Ohio sponsored breakfast – thank you!**
- Man on the street interviews would be filmed Saturday and shown in Reno.
- **The Reno conference is October 26-29, 2006; the welcome party theme is *The Wild, Wild West*. Room rates are \$89.**
- 2007 Professional Development and Leadership Conference in Tulsa on March 8-10. Room rates remain at \$91.
- 2007 Fall Forum and Educational Conference will be in St. Louis, Missouri October 10-14 at the Sheraton Westport 800-822-3535. There will be a change in the schedule with the keynote on Thursday morning and local paralegal schools are invited. The welcome party will also be held on Thursday, with Friday night as a free night to enjoy St. Louis. Post conference tours will be offered on Sunday, so make your travel plans accordingly.

see "Recap" continued on page 12



# Congratulations on Acheiving Your Goal!

## December 2005 ALSs

Debra Addington, ALS (TX)  
 Marisela Alvarado, ALS (TX)  
 Catherine Bissonnet, ALS (TX)  
 Blanche Brassler, ALS (MO)  
 Rita Bridges, ALS (TX)  
 Imelda Cardenas, ALS (TX)  
 Kip Hall, ALS (TX)  
 Sami Hartsfield, ALS (TX)  
 Jennifer Keel, ALS (MO)  
 Holly Keiser, ALS (TX)  
 Latina Kellum, ALS (TX)  
 Sheena Lamb, ALS (OK)  
 Debra Lofland, ALS (MO)  
 Kathy Reid, ALS (OK)  
 Veronica Shepperd, ALS (OK)  
 Sharon Smith, ALS (MO)  
 Naomi Valdez, ALS (TX)

## March 2006 ALSs

Tari L. Colson, ALS (OK)  
 Lisa A. Ficello, ALS (TX)  
 Julieta V. Villines, ALS (MO)  
 Susan S. Welsh, ALS (TX)  
 Elisa S. Wendorff, ALS (TX)

## March 2006 PPs

Laura J. Green, PP (MS)  
 Tina D. Hurley, PP (TX)  
 Thelma A. Martinez, PP (TX)  
 Laura B. McCarty, PP, (TX)  
 Deborah R. Schick, PP (TX)  
 Melissa D. Sharples, PP, (MO)

## March 2006 PLSs

Janice M. Bell, PLS (TX)  
 Cynde Bennett-Crittell, PLS (TX)  
 Blanche C. Brassler, PLS (MO)  
 Roseanne Cisneros de Chairez, PLS (TX)  
 Paula E. Jahnke, PLS (TX)  
 Margaret A. Jeronimo, PLS (TX)  
 Jennifer E. Keel, PLS (MO)  
 Jennifer H. Martin, PLS (MO)  
 Patricia A. Rowe, PLS (TX)  
 Janice Rowland-Green, PLS (TX)  
 Lorie K. Rupar, PLS (MO)  
 Debora K. Simonson, PLS (TX)

## CLE Awards - Original

Tina Hurley, PLS (TX)  
 Misty Lewis, PP, PLS (MS)

## CLE Awards – Renewal

Martha Cox, PP, PLS (AR)  
 Marsha Watson Smitherman, PP, PLS (MO)

## CLE Awards – Renewal

Jill Cunningham, PLS (MO)  
 Mary Hand, PP, PLS (AR)  
 Connie Harris, PLS (TX)  
 Lisa Roberts, PLS (MS)

## Regulation/Certification Committee

**Nikki A Rice, PLS** • [nrice@mailbmc.com](mailto:nrice@mailbmc.com) • 310 N. Mesa, Suite 614 • El Paso, TX 79901

This NALS Committee is asking for your help. We are gathering information on malpractice carriers nationwide. Specifically, we need contact information (preferably email) for those carriers, especially if they already offer your employer/firm a discount for having certified staff members. We are also asking for information on carriers that you might have had contact with who have asked if your firm/employer has any certified personnel. Please send the information to me via e-mail or U.S. Mail (addresses above).

We appreciate your help. This will be a long process of gathering information and we will update you in the future.

## Download the newest marketing resource for NALS States and Chapters Today!

The **NALS Marketing Tool Kit** was developed by the NALS Marketing Committee to give you all the information you need to grow your chapter!

[www.nals.org/marketing](http://www.nals.org/marketing)

<http://www.nals.org/marketing/index.html>  
 (click on the DOWNLOAD hyperlink to get your tool kit)



# Welcome New Members



**NALS... the association for legal professionals** is exactly what our name says, THE association for legal professionals. We are proud of the fact that we welcome all legal professionals with open arms and understand that all legal professionals have a great deal to offer one another. So, whether you are a legal secretary, paralegal, legal administrator, or legal assistant, we have something for you. Check out our Online Learning Center, Online Community and three different certifications geared toward different types of legal professionals.

NALS dedicates itself to the legal services industry and our members dedicate themselves to NALS. Take the opportunity to take a closer look at THE association for legal professionals.

[www.nals.org](http://www.nals.org)

*Contact the new members in your area and introduce yourself - offer to be there for any questions they may have...*

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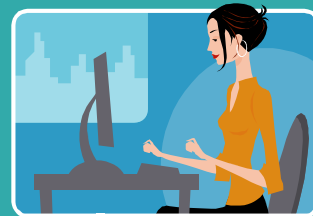
# from your Region 6 Director...

## from your Region 6 Director...

*These items were discussed in Tulsa...*



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Check out the Region 6 website for all of these exciting opportunities . . . [www.NALsRegion6.com](http://www.NALsRegion6.com)

### Merchandising Opportunities – Part 1

Do you want to be able to offer Region 6 merchandise for your own consumption and possible future fundraising opportunities?

In order to do that . . . *we need a logo!* We will have a contest to select our Region 6 logo, which can have a variety of purposes, including use on possible future conference souvenirs, logo apparel, etc.

**Please submit your design proposal for consideration by May 1** to the regional director (via e-mail to [region6@nals.org](mailto:region6@nals.org))

#### Specifications:

- (1) **Deadline:** 5:00p.m. CDT May 1, 2006.
- (2) **Size:** proposed design should be 3"x3" for easier viewing (though the design does not have to be a square or circle of that size, it can be higher than wider, or vice versa, and the size of the final product may be reduced to 1.5"x1.5")
- (3) **Format:** please submit in one of these formats:
  - (a) Word document
  - (c) a GIF
  - (b) a JPEG
  - (d) a TIFF
- (4) please submit proposed design in color
- (5) **Incentive:** The person whose design is selected as the favorite will receive a cool prize. So submit your designs early & often!
- (6) All designs received will be posted on the Region 6 website, no names will be posted, only the logo design with an ID assigned for voting purposes.

(7) Members of Region 6 can cast a vote for their favorite logo (one vote per member), *voting period will be from 9am May 15 to 5pm May 19.*

(8) In the event of a tie, a tie-breaker vote will be announced.

(9) The Genie will grant the wish, and an announcement as to the winning design will appear in the June newsletter.



### Merchandising Opportunities – Part 2

Would you like to see any specific Region 6 merchandise available for sale at the Dallas conference and/or the Reno Conference Swap Meet?

In order to do that . . . *we need ideas for raising money!* Do you want a shirt, a tote bag, or maybe an enamel lapel pin?

**Please submit your list of items for consideration by May 1** to the regional director (via e-mail to [region6@nals.org](mailto:region6@nals.org)).

#### Specifications:

- (1) **Deadline:** 5:00p.m. CDT May 1, 2006.
- (2) **Examples:** Please list each proposed merchandise item separately, and give a "sample" image of the item (for use on the website). Please also provide potential resources for purchasing the suggested logo merchandise, along with pricing at various numbers purchased, etc.
- (3) Also, please indicate whether you propose that the item have the Region 6 logo, the NALS logo, some of each or no logo.
- (4) All ideas submitted by the deadline will be posted on the Region 6 website, no names will be posted, just the proposed merchandise item (with sample graphics/photo submitted) with an ID assigned for voting purposes.
- (5) Members of Region 6 can cast a vote for their favorite logo merchandise item (one vote per member), *voting period will be from 9am May 15 to 5pm May 19.*

(6) In the event of a tie, a tie-breaker vote will be announced.

(7) The Genie will grant the wish, and an announcement as to the top three preferred types of logo merchandise will appear in the June newsletter.

These preferences will be passed on to the Dallas committee.



You are probably asking yourself - "Once we have a logo and an item to market, what are we going to do with that money?"

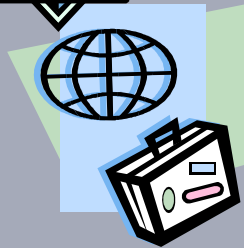
It's simple! The profits from our merchandising items will go in a "travel fund" to support our Region 6 members who have been nationally-elected to the NALS Board. This is not for the regional director, but any other elected position on the NALS Board. We discussed this item at the region meeting in Tulsa and the members present felt that it was important to support any Region 6 member required to attend two national conferences during their year on the NALS Board, as well as also trying to attend the Regional conference. NALS does not provide travel expenses for Board members and we will offer this as a resource for the Region 6 NALS Board member who is not funded by their firm or another source. (This fund will be restrictive in that the NALS Board member will not be allowed to request funds to "double-dip" for expenses.)

Thanks to the support of our members, a member from Region 6 serving on the NALS Board can enjoy one more benefit and level of support from their region.

*It is an honor to serve Region 6 on the NALS Board - and I look forward to the year ahead!*

*Stephanie*

Let the  
Journey  
Begin...



## maximizing your potential

The **NALS Online Community** is giving all members of the legal services industry an area for discussion of all topics relating to NALS and the legal services industry. Feel free to speak your mind and converse with people around the country on topics of your choice. It truly is an open forum for you and others to enjoy, so sign up today!



**The NALS Foundation** presented 20 grant checks at the Tulsa Conference. Congratulations to these grant recipients:

### ATM Grant Recipients:

AALS (AL)

Arlington LPA (TX)

Austin LSA, Inc. (TX)

BLSA (AL)

Fort Worth ALP (TX)

Greater Little Rock LSP (AR)

Gulf Coast ALSP (MS)

Metro LPA (MS)

Mississippi Division of NALS

NALS of Arizona

NALS of Atlanta (GA)

NALS of Orange County (CA)

NALS of Pennsylvania

NALS of Phoenix (AZ)

NALS Region 5

Northeast Arkansas LSP

Virginia Beach LSA (VA)

### March 1 Grants:

NALS of Washoe County, (NV)

NALS of Oklahoma

NALS Region 8

## ENVIRONMENTAL SCAN

2006-7 NALS  
Environmental Scan  
Number 1 is now online!

**Participate Today!**

[www.nals.org/scan](http://www.nals.org/scan)

**THANK YOU!** The number of members who respond to the environmental scans is increasing and we truly appreciate your valuable input. The information you provide to us is very important to the future of NALS. You may not see the results in the next week or two, but please be assured that we are working hard to make improvements for the future.

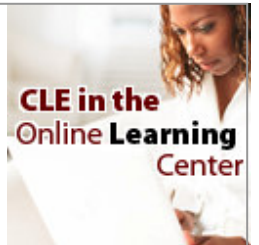
This is the first quarterly online survey that NALS will conduct this year to gain insight into mega issues that face NALS and legal professionals in the 21st century. The format follows that of the previous online surveys. Results of this Online Survey #1 will be posted with the second scan of 2006-7, so stay tuned!

After you "click to submit" your survey, you will have an opportunity to win a NALS portfolio, so be sure to include your name!

The winner from the 2005-6 Scan #3 is:

**Monica C. Ferguson**  
Austin, Texas.

The Online Learning Center has made some changes for this year. **First, all sessions (including the Online Study Group) will start at 8:00pm central time.** Second, there are going to be fewer sessions with more in depth topics so you can make the most out of your time.



### April 5, 2006

8:00 p.m. Central Time

**Membership** - State Membership Chair/Local Membership Chair Q & A

### April 19, 2006

8:00 p.m. Central Time

**Education/Certification Q&A** - Conducted by the current NALS chairs in Education & Certification and presented to state and local education and certification directors. This is a helpful session to exchange ideas with new NALS leaders.

### May 3, 2006

8:00 p.m. Central Time

**NALS Foundation** - Leadership Recognition in the New Millennium

### May 17, 2006

8:00 p.m. Central Time

**How to Teach a Class** - Whether this is a face-to-face class or an online chat, it's important to learn how to capture your audience so they can get the most from your presentation.

### May 31, 2006

8:00 p.m. Central Time

**Marketing Tool Kit** - Working with the Construction Crew - Improve the Marketing Strategy of Your Chapter

### June 7, 2006

8:00 p.m. Central Time

**Membership** - Retention and Recruitment

### June 21, 2006

8:00 p.m. Central Time

**Got Billable Hours? How to Increase Them by Effectively Using Support Staff** - A Jett Keystone Award presented to NALS of Phoenix in Tulsa 2006. Kathy Sieckman, Ginger Hinkhouse and Karen McElroy presented this CLE session to the Maricopa County Bar Association to help attorneys work more effectively with their legal staff so they would have more time for billable client hours.



Now is the time submit nominations for the **Legal Assistant Today 2006 Paralegal of the Year Award**. Nominations will only be accepted until **May 5, 2006**. Don't wait! Nominate a NALS paralegal for their outstanding contributions. Send your nomination to [www.legalassistanttoday.com](http://www.legalassistanttoday.com). **You could win \$100!**

## UPCOMING REGIONAL CONFERENCES

### Region 1 - July 28-29, 2006

Hotel Pennsylvania  
New York, New York  
For more information, contact Liz Marris, PP, PLS at [marlmp@aol.com](mailto:marlmp@aol.com)



**Scrip Ticket: \$85** (by July 10)  
**Optional Event:** \$85 B'way Play: "Mamma Mia"  
**Hotel Rate:** \$140 (for 2) \$156 (for 3) \$170 (for 4)  
**The Region 1 NALS Guests will be:**  
NALS President 2006-2007  
Cathy Hankins, PP, PLS  
**and** NALS Immediate Past President  
Mary Jo Denman, PP, PLS

### Region 2 - August 11-13, 2006

The 10th Annual Region 2 Meeting  
Wyndham Baltimore Inner Harbor  
Baltimore, Maryland  
For more information contact Debbie Yench, PP, PLS at [dmypls@cox.net](mailto:dmypls@cox.net)

**Scrip Ticket: \$95** (members by July 25, then \$105)  
**Optional Event:** \$20.50 Baltimore National Aquarium  
**Hotel Rate:** \$129 (single/double)  
**The Region 2 NALS Guest will be:**  
NALS President-Elect 2006-2007  
Kathy Siroky, PP, PLS

### Region 3 - June 16-17, 2006

Sheraton  
Novi, Michigan  
For more information, contact Sherri Bowden, PLS at [sbowden@shrr.com](mailto:sbowden@shrr.com)

**Scrip Ticket: \$85** (members by Apr 30, then \$110)  
**Optional Event:** none  
**Hotel Rate:** \$89 (single/double)  
**The Region 3 NALS Guest will be:**  
NALS President 2006-2007  
Cathy Hankins, PP, PLS

### Region 4 - August 10-14, 2006

Educational Cruise to Cozumel!  
Leaving from Mobile, Alabama, this cruise will have over 8 hours of CLE.  
For more information contact Tina Boone, PLS at [tlb@h3gm.com](mailto:tlb@h3gm.com)



**Scrip Ticket: \$25** (members)  
**Optional Event:** tours/excursions available  
**Hotel Rate:** Cruise costs start at \$350++  
**The Region 4 NALS Guest will be:**  
NALS President 2006-2007  
Cathy Hankins, PP, PLS

### Region 5 - July 14-15, 2006

Radisson Green Bay  
Green Bay, Wisconsin  
For more information contact Tami Michalak, PP, PLS at [tmichalak@whdlaw.com](mailto:tmichalak@whdlaw.com)

**Scrip Ticket: \$25**  
**Optional Event:**  
**Hotel Rate:** \$79 (single) \$89 (double/triple/quad)  
**The Region 5 NALS Guest will be:**  
NALS Executive Director  
Tammy Hailey, CAE

### Region 6 - July 28-30, 2006

The Richardson Hotel  
701 East Campbell Road  
Richardson, TX 75081  
For more info, contact **Tina Hurley, PP, PLS** at [thurley@suplaw.com](mailto:thurley@suplaw.com)



**Scrip Ticket: \$125** (members by June 15, then \$140)  
**Optional Event:** \$20 Mesquite Championship Rodeo  
**Hotel Rate:** \$79 / night (up to four in room)  
**The Region 6 NALS Guest will be:**  
NALS President-Elect 2006-2007  
Kathy Siroky, PP, PLS

### Region 7 - July 21-22, 2006

The Grove  
Boise, Idaho  
For more information, contact Jeanne M. Preston, PP, PLS at [jeanne.preston@bullivant.com](mailto:jeanne.preston@bullivant.com)

**Scrip Ticket: \$110** (members)  
**Optional Event:**  
**Hotel Rate:** \$95

### Region 8 - July 13-16, 2006

Red Lion Hotel  
Salt Lake City, Utah  
For more information contact Caryn Wolchuck, PP, PLS, CPS/CAP at [cwolchuck@twtlaw.com](mailto:cwolchuck@twtlaw.com)

**Scrip Ticket: \$100** (Early Bird rate thru May 1)  
**Optional Event:** genealogy library (on your own)  
**Hotel Rate:** \$84.95 / night (up to four in room)  
**The Region 8 NALS Guest will be:**  
NALS President 2006-2007  
Cathy Hankins, PP, PLS

Education Flyer available online at [www.nals.org](http://www.nals.org) under "Conferences"

## UPCOMING STATE ANNUAL MEETINGS

### ARKANSAS

**April 21-23, 2006**  
Little Rock, AR  
Contact: Margaret Wilson, PLS  
[mwilson@mbbwi.com](mailto:mwilson@mbbwi.com)

### MISSISSIPPI

**May 19-21, 2006**  
Eagle Ridge Conf. Center  
Raymond, MS  
Contact: Stephanie Floyd, PP, PLS  
[stephanie.floyd@butlersnow.com](mailto:stephanie.floyd@butlersnow.com)

### MISSOURI

**May 5-7, 2006**  
Missouri's 50<sup>th</sup> Anniversary  
DoubleTree Hotel  
Chesterfield, MO  
Co-Chairs: Kristen Pauk  
[kpauk@bryancavellp.com](mailto:kpauk@bryancavellp.com) or  
Jo Ann Reitenbach, PLS  
[jreitenbach@thompsoncoburn.com](mailto:jreitenbach@thompsoncoburn.com)

### OKLAHOMA

**April 29, 2006**  
Installation of Officers  
Contact: Gay Sellers, PP, PLS  
[gsellers@rhodesokla.com](mailto:gsellers@rhodesokla.com)  
or Cindy Squier, PP, PLS  
[csquier@oneok.com](mailto:csquier@oneok.com)

### TEXAS

**May 18-21, 2006**  
Lubbock, Texas  
Contact: Glenda Fuqua, PLS  
[gfququa@ckwwlaw.com](mailto:gfququa@ckwwlaw.com)



### October 26-29, 2006

#### NALS EDUCATION CONFERENCE & NATIONAL FORUM

RENO, NEVADA  
RENO HILTON

Room Reservations:  
1-800-648-5080  
**NALS Special \$89 Rate!**  
**to receive the NALS Special Room Rate you must make your reservations before September 26, 2006**



During the “**Region 6 Round-Up**” join us for our optional Friday night event – a trip to the **Mesquite Championship Rodeo**. The Resistol Arena is air-conditioned and the evening includes: Saddle & Bareback Riding, Chuck Wagon Races, Girls Barrel Racing, Tie-Down Roping, Bull Riding, Steer Wrestling, the fan favorite Cowboy Poker, and the Kids Calf Scramble. Make plans to join us and don’t forget your cowboy boots and cowboy hat!

**THE RICHARDSON HOTEL**

701 East Campbell Road  
Richardson, TX 75081  
Res: (866) 593-6300  
Sales: (972) 231-9600  
richardsonreservations@destinationhotels.com

# Region 6 Roundup

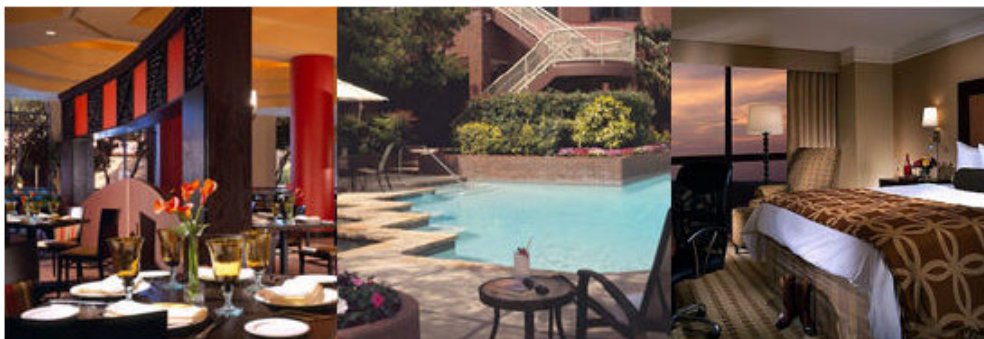
## July 29 - 30, 2006

### Dallas, Texas

Tina Hurley, PP, PLS and the Region 6 conference committee will offer us plenty of CLE to attend. You won’t want to miss the Texas favorite - **ethics bingo** with Bill Lowerre. It’s a fun way to test your ethics knowledge. The Saturday luncheon will bring a guest from Hope International to speak on international adoptions. The Saturday night banquet features entertainment by Comedian/ Singer Laura Ainsworth with “My Ship Has Sailed: How to be a Late Bloomer in a World Obsessed with Extreme Youth.”

Our NALS Foundation fundraising goal is the same as last year - \$750 plus \$7.50 per “full registration” paid. As always, I have every confidence that we will exceed our goal! **So, there will be a prize for the person selling the most “pre-sale” premium tickets.**

Our **Top Premium Prize** item is a lovely Peridot and Diamond ring, and is pictured on the tickets – so **SELL, SELL, SELL!!!**




**NALS Corporate Sponsors Spotlight**

### Region 6 Membership Stats

- 84 Arkansas
- 5 Louisiana
- 208 Mississippi
- 198 Missouri
- 26 Oklahoma
- 645 Texas



### Retention Stats

- 82.05% Arkansas
- Louisiana
- 74.88% Mississippi
- 77.49% Missouri
- 33.90% Oklahoma
- 65.74% Texas

**1166 TOTAL as of April 3, 2006**

As compared to 1345 Total Members 2004-2005

**NALS Membership as of April 3, 2006 4446 77.96%** National Retention Avg.

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Legal Support Services

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TRANSLATIONS

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Tel: 713.661.9553



**Office Products**

## RECOGNITION SPOTLIGHT

On March 16, 2006, the members of the **Gulf Coast Association of Legal Support Professionals (Mississippi)**, presented **Theresa Wilson, PP, PLS** with a NALS Leadership Recognition Award for her years of service, unwavering support and leadership for the local, state and national association, especially for serving two years as the Region 6 Director (2002-2004).

**Theresa, thank you for your leadership and support!**



# NALS REGION 6 MEETING AND EDUCATIONAL CONFERENCE

## NALS "REGION 6 ROUND-UP" • July 28–30, 2006 • Richardson, Texas

### CONFERENCE REGISTRATION INFORMATION

Please add a \$15 late fee for any registration postmarked after July 12, 2006 • Registration fee includes all educational seminars and events.  
Refunds will be made if requested and confirmed in writing by July 12, 2006.

**NALS MEMBERS ONLY** (Please check all that apply)

- Registration Fee (early bird by June 15, 2006)..... \$125.00
- Registration Fee (postmarked by July 12, 2006)..... 140.00
- Late Fee (postmarked after July 12, 2006)..... 15.00
  
- Friday Night Optional Event..... \$20.00

**Non-member Guests of NALS Members**

(i.e. spouses, children) (Please check all that apply)

- Friday Night Welcome Reception..... \$20.00
- Saturday Luncheon..... \$25.00
- Saturday Night Banquet..... \$35.00
- Sunday Breakfast..... \$20.00
  
- Friday Night Optional Event..... \$20.00

**Non-members** (Please check all that apply)

- Registration Fee (early bird by June 15, 2006)..... \$150.00
- Registration Fee (postmarked by July 12, 2006)..... 180.00
- Late Fee (postmarked after July 12, 2006)..... 15.00
  
- Friday Night Optional Event..... \$20.00

**Students**

(Please check all that apply)

- Registration Fee (early bird by June 15, 2006)..... \$ 75.00
- Registration Fee (postmarked by July 12, 2006)..... 100.00
- Late Fee (postmarked after July 12, 2006)..... 15.00
  
- Friday Night Optional Event..... \$20.00

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

Certification(s) G PLS G ALS G CLA G PP G Other \_\_\_\_\_

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

City: \_\_\_\_\_

State/Zip: \_\_\_\_\_

Daytime Telephone: \_\_\_\_\_

E-Mail: \_\_\_\_\_

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

Guests: \_\_\_\_\_  
\_\_\_\_\_

Is this your first Region 6 meeting?    G Yes    G No

If you have diet restrictions, please contact the 2006 Region 6 Conference Chair, Tina Hurley, PP, PLS, [thurley@suplaw.com](mailto:thurley@suplaw.com).

**MAKE CHECK PAYABLE TO: NALS Region 6**

Amount of Check enclosed: \$ \_\_\_\_\_

**MAIL REGISTRATION FORM TO:**

Theresa Ann Alba, PLS, Registration Chair  
Brown McCarroll L.L.P.  
111 Congress Avenue, Suite 1400  
Austin, TX 78701

### SCHEDULE OF EVENTS (Check all events that you plan to attend)

**Friday, July 28, 2006**

- 9:00 a.m. to 10:00 a.m.    Welcome: Region 6 Director & NALS Information
- 10:15 a.m. to 11:45 a.m.    CLE – Electronic Discovery
- 12:00 p.m. to 1:00 p.m.    Lunch on your own
- 1:30 p.m. to 2:30 p.m.    CLE – Domestic Violence
- 3:00 p.m. to 4:30 p.m.    CLE – Bankruptcy
- 5:00 p.m. to 6:00 p.m.    Welcome Reception
- 6:30 p.m. to 10:00 p.m.    Optional Event  
The Mesquite Championship Rodeo

**Saturday, July 29, 2006**

- 8:30 a.m. to 10:00 a.m.    CLE – Homeland Security
- 10:30 a.m. to 11:30 a.m.    CLE – Military Law/JAG
- 11:45 p.m. to 1:00 p.m.    Luncheon
- 1:00 p.m. to 2:30 p.m.    CLE – Ethics Bingo
- 2:30 p.m. to 3:30 p.m.    CLE – White Collar Crime
- 3:45 p.m. to 5:00 p.m.    Region 6 Meeting and Foundation Drawings
- 7:00 p.m. to 10:00 p.m.    Banquet

**Sunday, July 30, 2006**

- 8:00 a.m. to 10:00 a.m.    Networking Breakfast

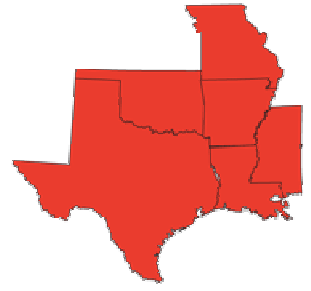
### HOTEL INFORMATION

Reservations should be made directly with The Richardson Hotel, 701 East Campbell Road, Richardson, Texas 75081. For reservations, call toll free 1-866-593-6300. Phone 1-972-231-9600, Fax 1-972-231-7384. The Richardson Hotel can be found at [www.therichardsonhotel.com](http://www.therichardsonhotel.com). **Please identify yourself as a member of NALS Region 6.** Room rates are \$79 (single, double, triple, quad.)



# Region 6

www.nalsregion6.com  
NALS Region 6 Director  
Stephanie Floyd, PP, PLS  
region6@nals.org



**Congratulations to us!** The “Grand Slam Award” was presented by the NALS Membership Committee to the region with the highest recruitment from March 2004 to March 2006. Region 6 received this award and received a certificate for one (1) free registration and hotel accommodation (one half of one night) to our next regional meeting. The announcement that we won this award occurred after our region meeting in Tulsa, so we didn’t have an opportunity at the Tulsa conference to decide how it would be awarded.

So, it was up to me. I considered the options to give everyone an opportunity to be a winner and decided that it would be an “opt in” drawing. If you are interested in attending the Region 6 Roundup (July 28-30) in Dallas, Texas, you need to complete this form and return it to me.

Entries that are timely sent (postmarked by May 1, if via U.S. Mail) and received (by 5:00 p.m. May 1, if via e-mail) will be eligible for the drawing. I will draw five entries and contact the first person whose name was drawn. The winner’s name (as well as the four “ladies in waiting”) will be announced in the next Region 6 newsletter.

## I'd love to win ... Count me in ... I want to go to the Region 6 Roundup!

If you are interested in having your name put in the drawing to win free registration for the Region 6 conference (July 28-30), plus one-half of one night hotel rate, please complete the following information:

Name: \_\_\_\_\_  
Chapter: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_  
Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_  
E-Mail: \_\_\_\_\_



I've never been to a regional conference before  
 I am planning to go to the Region 6 Roundup whether I win the free registration or not

### There are two ways to send me the information -- via e-mail or U.S. Mail:



Send an e-mail to [region6@nals.org](mailto:region6@nals.org) with a subject line of: **COUNT ME IN (Region 6 Roundup)**  
In the message/body, please be sure to include the information requested above.  
Entries must be sent early enough to allow for possible “delays” in delivery – so that it will be received by me no later than 5:00 p.m. on May 1st.

*I will print each e-mail entry so it will be of the same format as those that are mailed.*

Or, fill out this form and return it via U.S. Mail to:

NALS Region 6 Director  
Stephanie A. Floyd, PP, PLS  
418 Apple Valley  
Pearl, MS 39208

**U.S. Mail entries must be postmarked by May 1st.**

<h1 style="text-align: center;">April 2006</h1>							1
							<b>Daylight Savings</b> – set clocks ahead one hour <b>April Fool's Day</b>
2	3	4	5	6	7	8	
	<b>OLC = NALS</b> Online Learning Center	E-News, E-Learn & Leading the Way are sent out	8PM – NALS OLC <b>Membership</b>  <i>National Day of Prayer</i>				
9	10	11	12	13	14	15	
	SMC/LMC Reports posted to NALS website  <i>Palm Sunday</i>	 April 12, 1981 – <b>First Launch of a Space Shuttle</b> (Columbia)		<b>April 13-20 PASSOVER</b>	Postmark deadline for the <b>June 1 ALS exam (LTC)</b> <b>GOOD FRIDAY</b>	<b>TAX FILING DEADLINE</b>	
16	17	18	19	20	21	22	
 <b>Easter Sunday</b>		E-News sent out On this day in 1906 - <b>Great San Francisco Earthquake</b>	8PM – NALS OLC <b>Education / Certification Q&amp;A</b>		<b>April 21-23 →</b>	<b>AALS – Arkansas Annual Meeting</b> Little Rock, AR <b>EARTH DAY</b>	
23	24	25	26	27	28	29	
			<i>Administrative Professionals Day</i>			<b>Oklahoma Installation of State Officers</b>	
30	<b>LAW DAY – May 1 – “Liberty Under Law: Separate Branches, Balanced Powers”</b> Need help with your Law Day plans? Go to <a href="http://www.lawday.org/nie.html">www.lawday.org/nie.html</a> for articles intended for your use with your local newspapers over a four-week period around Law Day. Each instructional feature explores a topic related to this year's theme.						
On <b>May 1, 1931 - The Empire State Building</b> officially opened							

Did you submit a logo design for Region 6? May 1 is the deadline!

<h1 style="text-align: center;">May 2006</h1>												
	1	2	3	4	5	6						
<b>NALS Award of Excellence</b> Nominations due to Resource Center ( <b>May 1</b> )	<b>Law Day</b> NALS Foundation Grant Deadline	E-News and E-Learn sent out	8PM – NALS OLC <b>NALS Foundation</b>		<b>May 5-7 →</b>  <i>Cinco de Mayo</i>	<b>NALS of Missouri 50<sup>th</sup> Annual Conf</b> Doubletree Hotel Chesterfield, MO						
7	8	9	10	11	12	13						
		SMC/LMC Reports posted to NALS website										
14	15	16	17	18	19	20						
 <b>Mother's Day</b>	<b>This is the week for VOTING</b> on Region 6 logo & merchandising possibilities			<b>May 18-21 →</b>	<b>Texas Annual Meeting – Lubbock, TX</b> <b>May 19-21 →</b>	<b>Armed Forces Day</b> <b>Mississippi Annual Conf - Raymond, MS</b>						
21	22	23	24	25	26	27						
				On this day in 1986 – <b>Hands Across America</b>								
28	29	30	31	<b>EARLY BIRD REGISTRATION FOR RENO – June 1</b>								
	 <b>NALS Resource Center CLOSED TODAY</b>	E-News sent out	8PM – NALS OLC <b>Marketing Tool Kit</b>	<b>Early Bird</b> (postmarked before June 1, 2006) <table style="width: 100%; border: none;"> <tr> <td style="width: 10px;"><input type="radio"/></td> <td>Member</td> <td style="text-align: right;">\$239</td> </tr> <tr> <td><input type="radio"/></td> <td>Nonmember</td> <td style="text-align: right;">\$339</td> </tr> </table>			<input type="radio"/>	Member	\$239	<input type="radio"/>	Nonmember	\$339
<input type="radio"/>	Member	\$239										
<input type="radio"/>	Nonmember	\$339										

**EARLY BIRD REGISTRATION for Region 6 Conference – June 15**

## Conference Recap (continued)

Following the break, Marlene Oiler, PP, PLS (OH) thanked the outgoing board for their service and administered the oath of office to the 2006-7 NALS Board of Directors.

Mary Jo presented the pin of office to NALS 36<sup>th</sup> President, Cathy Hankins, PP, PLS along with the traditional gavel as well as a clown gavel. Cathy reciprocated by presenting Mary Jo with her past president's pin, gift, and plaque before the past presidents welcomed her into the fold.

Cathy broke precedent as she presented her opening remarks via PowerPoint, reminding us of our past journeys together, as well as her journey to President.

At the conclusion of Cathy's presentation, the assembly was adjourned to attend their regional meetings followed by the networking luncheon during which Cathy installed the 2006-2007 NALS Foundation Trustees.

At the President's reception we learned What Not to Wear on our travels through NALS Land and enjoyed sharing Cathy's special day as she was feted by her NALS family and friends.

### Awards Luncheon, Closing and Networking Dinner

The Awards 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.

First up was **Julie Abernathy, PP, PLS**, NALS Membership Director who announced the winners of the two-year World Series membership campaign:

Most At Bats was awarded to the winner of the drawing for members recruiting one (1) or more members from March 2004 to March 2006. Becky Barfield, PP, PLS, Mobile LSA, AL was the winner of \$100 in cash.

The Cy Young Award was presented to the winner of the drawing for members recruiting five (5) or more members from March 2004 to March 2006. **Roberta Welch, PP, PLS, Jackson LPA, MS** was the winner of \$150 in cash.

The MVP Award was presented to the winner of the drawing for members recruiting ten (10) members from March 2004 to March 2006. Holly Fisher, PLS, NALS of Pierce County, WA was the winner of \$200 in cash.

The Future Stars Award was presented to the chapter with the most student memberships. The chapter receiving one free Educational Seminar Presentation Package was **NALS of Greater Minnesota**.

The Golden Glove Award was presented to the state with the highest retention percentage from March 2004 to March 2006. Wisconsin Association for Legal Professionals received one (1) registration and hotel accommodation to the National Forum in October 2006.

The Grand Slam Award was presented to the region with the highest recruitment from March 2004 to March 2006. The region receiving one (1) free registration and hotel accommodation to their next regional meeting was **Region 6**.

And finally, the Hall of Fame Award was presented to the member recruiting the most members from March 2004 to March 2006. Linda Davenport of Tennessee and Marcia Holcomb of Colorado, each recruited 21 new members. Linda Davenport, Rutherford/

Cannon County LP, TN won the drawing for a NALS life membership.

**Julie** thanked all members for their team spirit in Getting in the Game with NALS campaign and announced that our membership currently totals 4,400 with a 77% retention rate.

President Cathy then thanked the **Oklahoma members**, and in particular **Gay Sellers, PP, PLS**, for assisting with the conference, and asked all members of the Professional Development and Education Committees to stand and be recognized.

Immediate Past President, Mary Jo Denman, PP, PLS, presented a lanyard to the 2005-6 leadership team, which included the Board of Directors, Committee Chairmen, Committee Members, Task Force Members, OLC Facilitators and NALS Foundation Trustees. Also acknowledged were our newly certified members, all certified members in attendance, CLE award recipients, and NALS life members.

### NEWS FROM THE NALS FOUNDATION

Foundation chair Gail Wolfe, announced the organizations and individuals who have invested in NALS' future by contributing to the various NALS Foundation circles.

Gail announced the 2006 Jett Award winners: **Cornerstone Awards**. The Cornerstone is the foundation on which everything is built. The Chapter Development winners were:

Large Chapter, Membership Development: **San Antonio LSA** for their membership recognition program

Small Chapter, Certification Programs: **Legal Staff Professionals of the Lowcountry, South Carolina** for their Membership Appreciation Night Program

Large Chapter, Certification Programs: **San Antonio LSA** for their Certification Study Group

**Keystone Awards**. The Keystone Award represents the crowning support of an arch. Without it, the arch would collapse. The Keystone Award recognizes the excellence in chapter and state programs in each category and signifies that without the chapter and state associations, the arch would collapse. The winners were:

Large Chapter, Association Development: **NALS of Phoenix** for their "Got Billable Hours?" program

Medium Chapter, Association Development: **Greater Milwaukee ALP** for the "Womenade" program

State Association, CLE/Professional Development: **NALS of Arizona** for their "Survivor Course" program

**Founder's Award**. The highlight of every Award Luncheon is the recognition of the most exceptional program among all chapter and state entries. This award was presented to:

**Grand Traverse Area Legal Professionals** for their "Raising the Bar" program (Small Chapter, Association Development)

One of the exciting changes to this year's conference schedule was the presentation of the Founder's Award winner of their program (see Education Recap below).

During the Closing/Wrap Up session, the Dress for Success drawing was held. Dress for Success, is a not-for-profit organization that helps low-income women make tailored transitions into the workforce. Each Dress for Success client receives one suit when she has a job interview and a second suit when she gets the job. Delana Keehner, PLS, from Phoenix, won Fifty NALS Bucks.

Gail Wolfe thanked everyone for their support of the Foundation and announced that the auction raised approximately \$5,000. The NALS Foundation presented 17 ATM ("At This Meeting") Grants to the following chapters/states/ regions:

AALS (AL)  
Arlington LPA (TX)  
Austin LSA (TX)  
BLSA (AL)  
Ft. Worth ALP (TX)  
Greater Little Rock LSP (AR)  
Gulf Coast ALSP (MS)  
Metro LPA (MS)  
Mississippi Division of NALS  
NALS of Arizona  
NALS of Atlanta (GA)  
NALS of Orange County (CA)  
NALS of Pennsylvania  
NALS of Phoenix (AZ)  
NE Arkansas LSP (AR)  
Region 5  
Virginia Beach LSA (VA)

NALS Members help the NALS Foundation through their support of the various sweepstakes drawings at NALS conferences, and, in turn, the NALS Foundation helps our NALS Members. Drawings for the Foundation sweepstakes prizes were then conducted.

The final event of the conference was the Italian buffet networking dinner after which the DJ fired up the amps and got the crowd rockin' and rollin' on the dance floor.

### Regional Meetings

The Regions were allotted extended meeting time at this conference with scheduled sessions on both Friday and Saturday. With the large number of first timers in attendance, this was a wonderful opportunity for getting acquainted and learning more about the upcoming summer conferences. Several regions also arranged dine outs Friday evening for continued social development.

### Leadership Sessions

#### President/President-Elects

Leadership training for Chapter/State Presidents began Friday afternoon. President-Elect Kathy J. Siroky, PP, PLS led the joint session with assistance from Kathie Amirante, PP, PLS, Dee Beardsley, PP, PLS, and Debra Yench, PP, PLS.

An innovative technique called Open Space Technology was introduced as an effective method for strategic planning. For a copy of the PowerPoint presentation and Guide to Working in Open Space, email [dee.beardsley@lw.com](mailto:dee.beardsley@lw.com) and put "OST Materials" in your subject line.

Kathie Amirante, PP, PLS, NALS Marketing Chair, reminded everyone that Marketing was there to help leaders promote NALS. The new Marketing Tool Kit was unveiled and will be available at [www.NALS.org](http://www.NALS.org) for download. (See page 3)

On Saturday, the chapter and state P/PEs met separately. The state presidents got a workout in Kathy's energetic session, including running effective meetings, consent agendas, what about Bob? (parliamentary procedure), teamwork, team building, and becoming an effective leader. A session on difficult situations and types of scenarios was next and those in attendance discovered we are all very similar in many ways.

The chapter session covered the basics of running meetings, setting agendas, forming a leadership team, motivating members, dealing with difficult people and making difficult choices. P/PEs shared what they felt were their biggest challenges this year and helped each other find solutions to issues.

### **Membership**

**NALS Membership Director, Julie Abernathy, PP, PLS,** and NALS Membership Chair, Bette Buss, along with the 2006-2007 Membership Committee, including NALS Staff Liaison, Sandra Bates, unveiled the new membership plan which neatly embraces President Cathy's love of travel and adventure. Between March 1, 2006 and August 31, 2006 we'll all be in the Cruising Get-A-Way phase, so be sure to order your membership supplies from the NALS Store. The next Get-A-Way phase, Winter Destinations, begins September 1, 2006 and goes through February 28, 2007.

The attendees were shown and given "Travel Tips" which will assist them back home in their states and chapters. **NALS Past President, Donna K. Dendy, PP, PLS, CLA, TSC,** presented a session entitled "Goal Setting - Let's Fly!" to the SMC and LMC attendees. Without even realizing, the attendees designed their own strategic plan. **Misty Lewis, PP, PLS,** presented a session on retention entitled "Make Them Stick."

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

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

#### **Toot Your Own Horn**

Kathleen Amirante, PP, PLS, provided tips on tactful self-promotion as a business skill. There are a number of circumstances that arise in our lives when it is necessary to let people know of accomplishments, skills, and special abilities that demonstrate why you should be chosen over all others. You don't want to be obnoxious but learning when and how to speak well of yourself is key to getting and staying ahead. If you don't, who will. "Tooting your own horn" is important in job interviews, evaluations, applying for promotions or when running for a NALS office. The reality is those of us who learn how to promote and market ourselves are more likely to get noticed when it is time for pay raises, promotions, prime assignments and business referrals. Tooting is self-esteem. Accept compliments.

#### **Who Are You Really? The Jury Selection Process**

Michael S. Ashworth, William S. Leach and Daman Cantrell explained the term *voir dire* is French which means to speak the truth. The panel showed the types of challenges (e.g. cause and peremptory) that can be used to strike a potential juror. Attendees served as a panel for an upcoming civil case and were given remarks of a case and then selected as a jury. The speakers demonstrated how a good jury will give good results and that jurors remember and appreciate good lawyers.

#### **Raising the Bar**

Jett Award winner Ruth M. Schaub, PP, PLS of Grand Traverse Area Legal Professionals explained her road to success giving us the details on how she got an audience with the Bar executive committee, what she said, what materials she brought along, how she responded to questions, etc. The result was the creation of a scholarship for first-time and student membership dues. She encouraged chapters to put the local bar Executive Committee on your mailing list for newsletter so they know about you. She also encouraged follow-up.

#### **Public Speaking**

Joani Yingling, PP, PLS, CLAS, CNAS, NALS Director of Certification turned "Flushed Floras" into "Motivated Mollies" during this informative session that showed participants how to unleash their confidence. Joani gave several tips to help a speaker get ready. The first four key points are (1) know the room, familiarize yourself with the area; (2) know the audience; (3) know the material; and (4) relax. She also said to remember "Perception is not Reality." A question or statement is just a question or statement and the speaker shouldn't read anything into it. And shared a check list to ease stress: dress, posture, gestures, eye contact, voice projection, language, opportunity, greet people, relax, rise slowly, and give a slow, longer greeting.

#### **Loss Prevention—Legal Malpractice for Paralegals and Support Staff**

JoAnne Deaton, Esq., provided an informative program consisting of statistical information showing which types of alleged errors and which areas of law produce the most malpractice claims. Interestingly, the average legal malpractice award is \$643,000 and the number one reason for filing malpractice claims is missing a deadline. Ms. Deaton provided

calendar tips to avoid this, including the keeping of two separate calendars as well as calendaring reminders and the designation of one specific person to handle the calendaring duties. Ms Deaton also stressed the need for attorneys to carry professional liability insurance regardless of whether or not it is mandated by the state, and advised that zealous efforts on the part of an attorney to collect a fee, particularly after an unsuccessful litigation, often result in subsequent malpractice claims.

#### **Airport Security and Your Rights**

Steven Cortright, Esquire, Federal Security Director (FSD) for Tulsa International Airport, provided many interesting anecdotes of situations encountered at the airport, helpful tips to avoid difficulties while passing through airport security systems, and information on the newest screening technology being tested in airports around the country. All rules regarding luggage and carry-on luggage can be obtained through the Transportation Security Administration website ([www.tsa.gov](http://www.tsa.gov)). The website also provides information for TSA-approved locks for checked luggage.

#### **Nuts-n-Bolts of PowerPoint Presentations**

Dina Evans of Jump Technology Services led attendees through the maze of options in creating a professional computer presentation through PowerPoint. She stated that the easiest way to create a full program is to begin at the end and work backwards -- formulating an outline which turns into the actual slides of the presentation. Other advice includes limiting the number of colors and proper choice of colors (always "watch" the presentation on a screen BEFORE the actual presentation since the colors viewed on the computer are not always true to the colors on the screen); limiting the number of fonts to three (sans serif fonts are easier to read on the screen); and using 24 pt size for the slides (which is easy to read from the screen). In addition, Ms. Evans provided a full list of internet sites assist those creating professional PowerPoint presentations.

#### **Minding Your P's and Q's Making Introductions - Etiquette & Protocol**

Michael Mills and Shelly Holly of Oklahoma State University guided us through the sometimes unclear rules regarding etiquette and protocol, demonstrating a proper handshake, and tips on how to avoid social faux pas in work situations and NALS activities.

#### **Professionalism with an ATTITUDE!**

Brenda Johl, PP, PLS, reminded us we are all professionals and we need to keep our attitudes in check.

#### **AND A FINAL THANK YOU**

Special thanks to our corporate sponsors, **Avery Solutions, SetDepo, Court Reporters International and Journey House** (the official travel agent of NALS), who displayed their programs and products during the conference.

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;  
**Sandra Bates,** Membership Services Manager;  
**Carol Jorgenson,** Executive Administrator;  
**Tammy Shatwell Mullins,** Education & Certification Manager;  
**Jay Moore,** Communications Manager;  
and **Sandy Stough,** Executive Assistant.

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



# RAISE A RUCKUS IN

October 26-29, 2006

Reno Hilton ♦ Reno, Nevada



## 55<sup>th</sup> ANNUAL NATIONAL FORUM AND EDUCATION CONFERENCE

Are you ready to raise a ruckus in Reno? We hope so! Reno, Nevada is the site of the 2006 NALS Education Conference, which will be held October 26-29, 2006 at the Reno Hilton. We know its six months away, but “those who fail to plan, plan to fail!”



Housed in the shadow of the snow-capped Sierra Nevada Mountains, the Reno Hilton has become northern Nevada’s most complete destination resort. A stay in one of their 2,000 rooms offers access to premiere restaurants, headline entertainment, family-friendly activities, and endless recreation. And, of course, there is also 115,000 square feet of heart-pounding casino action 24-hours a day.

Our Reno Task Force has been busy planning great legal education sessions for you. More information on the conference, education and keynote speakers will be provided in future editions of @Law and on the website.

You asked – and we listened! Our members asked for information on what there is to do in the area where our meetings are held and we are providing you with some of what there is to do in the area. Of course, this is not a complete listing of activities and these side trips are not in any way endorsed by NALS. The information is provided merely as a courtesy for our members. You can also check out the convention bureau’s web site or Google “Reno, Nevada” for more information.

If you can’t get more than a few days away from the office, you can still have a lot of fun in Reno, so let’s focus on the “Biggest Little City.” The temperature in Reno during late October is 63 degrees for the high and around 29 degrees for the low. A good packing choice would be to bring clothes you can layer.

We will be staying at the massive Reno Hilton (about 5 minutes from the airport), which is on 142 acres in a resort setting – it’s almost a city in itself. Room rates are \$89 per night (single/double). The Hilton has a huge casino, aqua-golf range, thrill rides, and, of course, what every NALS member loaves – lots of shopping! The shops at the Hilton include stores like Thunder Road Motorcycle Accessories, Clowns’ Closet Toys and Clothing, the Candy Barrel, Gadget Tree Gifts, and Snowind Sports, just to name a few.

The Hilton has nine restaurants and there’s something that will appeal to everyone’s taste and budget: The Steakhouse, Andiamo, Aslana, Lindy’s, The Lodge Buffet, Java Coast, TCBY Yogurt, Round Table Pizza, Chey’s Fresh Mex, and Johnny Rockets.

Are you a lounge lizard? Locals flock to the Garage, where live music, overstuffed couches, dual bars, and a cigar lounge come together to give Reno a big city feel. The house band performs your favorite Motown and contemporary hits, while top touring artists routinely do sets on our stage while traveling through Nevada. Dual bars serve as bookends in this automotive-themed alcove, mixing martinis (and other well drinks) on either end of the club all through the night. The adjacent cigar bar offers fine Latin American cigars stored in a walk-in humidor.

Take in the cozy atmosphere of the Aspen Lounge, nestled in the heart of Restaurant Row. Table seating and comfortable chairs encouraged extended visits, and the nightly sounds of a live piano player smoothly blend with sophisticated spirits. Within earshot of the finest restaurants, the Aspen Lounge makes a marvelous place to enjoy a drink should you have to wait for a table.

Conveniently located beside the escalators to the Mall Level and the elevators to the guest rooms, the Escalator Bar serves as an easy-to-remember meeting place for guests staying in the hotel. This full-service bar features a selection of draught beers and well drinks. Built-in video gaming machines make each seat exciting and relaxing. Get a limited edition fun-cup filled with a delicious tropical drink for only \$5.75 – you keep the glass.

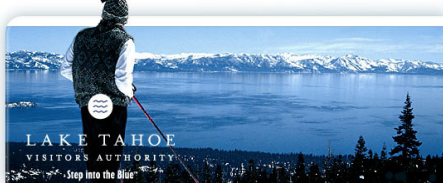
Everyone knows that Reno is a gambling city (hotels and restaurants are typically cheaper in gambling cities). The area boasts some very well-known casinos that you’ll also find in Las Vegas, such as Caesar’s, Harrah’s and Circus Circus to name a few. However, if gambling isn’t for you, there are plenty of other activities to keep you occupied.

In the midst of slot machines and lounge singers, Reno boasts a growing arts and shopping district. Down along the Truckee River is a pretty popular place to stroll, and you’ll find a variety of eclectic shop[s] and coffee houses. If shopping is your bag, then you’ll want to head to the Meadowood Mall, Reno’s biggest mall. There are more than 100 retailers, including Macy’s, Sharper Image, and Gap.

Interested in sites you’ll only see in Reno? Then head on over to the National Bowling Stadium, the world’s only national bowling stadium, which operates 80 championship lanes and hosts major tournaments. Most people say it’s “incredible” and those who’ve bowled there call it “awesome.”

If you love nature, then Animal Ark is for you. This 38-acre wildlife sanctuary and nature center provides a place to house non-releasable wildlife and you can view the animals in their natural habitat. You’ll find a gift shop, picnic areas, and glass viewing areas.

## Reno Info (continued)...



### **LAKE TAHOE:**

A short drive from Reno is beautiful Lake Tahoe. Lake Tahoe is 22 miles long and 12 miles wide and covers a surface area of 191 square miles. The shoreline is 71 miles, 42 miles in California and 29 miles in Nevada.

Surrounded by mountains, the lake sits in a valley at an elevation of 6,229 feet. It's the highest lake of its size in the United States, the third deepest lake in North America, and the tenth deepest lake in the world. This gorgeous blue lake is so clear that in some places you can see objects 75 feet down. The clear mountain air allows the lake's pure crystalline water to reflect the sky above. The lake can also appear red during sunsets or gray-black during storms. How cool is that!

You'll find plenty of shops and art galleries in the Lake Tahoe area, but why not take a cruise on the Lake, leaving at 7 p.m. and costing about \$29. You'll take in a dazzling view of the Sierra Nevada Mountains and the splendor of Emerald Bay. It's a two-hour cruise across Lake Tahoe and back to Zephyr Cove Resort and Marina.

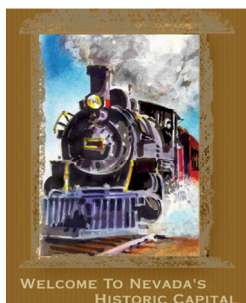
Depending on the weather, Lake Tahoe offers golf, fishing, horseback riding, snowmobiling, or even skiing.

There are plenty of restaurants in Lake Tahoe, including a Hard Rock Café. If you still have some money in your pocket, you can check out one of the many casinos in the area, including Caesar's, Harrah's, and the Biltmore.

For more information on Lake Tahoe, go to [www.gotahoe.com](http://www.gotahoe.com) or [www.visitinglaketahoe.com](http://www.visitinglaketahoe.com).

### **THE OLD WEST:**

Rent a car for the day and then head south on U.S. 395 to Carson City, the state capital of Nevada. There are a few other sites along the way –



if you head ten miles south, you'll run into the gingerbread village of Genoa. Continuing down the pike Virginia City is about 24 miles southeast of Reno and you can relieve life in the Old West.

GENOA (*pronounced Juh-NO-uh*) is the oldest permanent settlement within the borders of the state of Nevada and one of the most attractive little villages anywhere in the American west. The "Old Genoa Bar" is the oldest continually operating thirst parlor in Nevada. Walley's Hot Springs Resort is a few minutes south. You can swim and soak in the natural hot spring fed pools the way the Indians did. Walley's is a place where you can soak away the cares of your day beneath twinkling stars.

Carson City, named after Kit Carson, is a famous town that we've all heard about from the days of gold and silver mining. You can take a walk on the Kit Carson Trail through the heart of western history, where you'll pass turn-of-the-century mansions, courthouses, a depot and even a brewery. The Capitol grounds provide a glimpse into the birth of Nevada as a state.

Need more excitement? You can witness a re-enacted gunfight in historic Virginia City, about 15 miles northeast of Carson City. Hop on the Silver Line Express and see what it was like in 19th Century Nevada. You'll enjoy 100-mile views across the mountains and high desert, mansions, mines and museums. This is the same route travelers took more than 100 years ago. Yes, they shopped even in the Old West, so you can visit shops of all kinds and have a bite to eat or a drink in one of the Old West style saloons. On weekends, you'll see marshals, sheriffs, shopkeepers and an occasional gunslinger walking the boardwalks of Virginia City. Today, Virginia City is the nation's largest National Historic Landmark with over 2 million visitors a year.

Leave Reno and the one-armed bandit behind and see what it was like in the Old West hundreds of years ago.

For more information on Carson City, go to [www.visitcarsoncity.com](http://www.visitcarsoncity.com) or [www.carson-city.org](http://www.carson-city.org).

### **SAN FRANCISCO:**

Got more time on your hands? Head to San Francisco and Napa. If you've got the time, rent a car and health southwest to San Francisco, home of the Golden Gate Bridge. Or, you can leave the driving to someone else and take a ride on the Amtrak from Reno to San Francisco for about \$40-\$50 one way. Do you love to people watch? Then you'll love PIER 39, San Francisco's \$1 attraction and a festival marketplace with 110 stores, 11 restaurants and much more. PIER 39 features everything from NFL merchandise to jewelry and imported chocolates. PIER 39 is home to a 300-berth marina, an award-winning waterfront park, postcard views of the Golden Gate and Bay Bridges, Alcatraz, the San Francisco Bay and skyline. The 45-acre complex is located in San Francisco, two-blocks east of Fisherman's Wharf at Beach Street and The Embarcadero.



Jump on a famous San Francisco cable car and tour the city. You can visit Lombard Street, the crookedest street in the world, and what's a trip to San Francisco without an excursion to Chinatown.

Take a ferry boat ride out to the "Rock" in the middle of the San Francisco Bay, where you can visit the island of Alcatraz, a world in itself. Alcatraz was, of course, home to many famous criminals, such as Al Capone, George "Machine Gun" Kelly, and Robert Franklin Stroud (who gained worldwide attention and notoriety as the Birdman of Alcatraz). Alcatraz Island is one of Golden Gate National Recreation Area's most popular destinations, offering a close-up look at a historic and infamous federal prison long off-limits to the public. You'll explore the remnants of the prison and learn about the Indian occupation of 1969-1971, early military fortifications (the first U.S. fort on the coast), and the West Coast's first (and oldest operating) lighthouse. Alcatraz features spectacular views of San Francisco & the Golden Gate Bridge.

## Reno Info (continued)...

Afterwards, head across the Golden Gate Bridge to Sausalito, located just north of the Bridge, on the south-eastern tip of Marin County. Sausalito was incorporated in 1893, and named by 18<sup>th</sup> century Spanish explorers for the “little willow” trees which were found, in abundance, on the banks of its streams. Sausalito covers a mere two and one half miles; a small town of only 7,500 residents boasting spectacular waterfront views. Great shops, restaurants and gorgeous scenery.

Where do you stay in San Francisco? There are many hotels to choose from (be sure to ask how much it costs to park your car and how close you are to public transportation). One that comes recommended is Cow Hollow Motor Inn in the Marina District. It's clean, quiet and close to the bus line. There are many conventions and activities going on in San Francisco in October and the good hotels book up a year in advance, so book early.

For information on San Francisco, check out <http://onlysf.visitor.org> or visit [www.HelloSanfrancisco.com](http://www.HelloSanfrancisco.com).

### YOSEMITE:

While San Francisco, why not explore the outdoors and take a bus tour of Yosemite National Park? The park is located 200 miles east of San Francisco (about a 3.5 hour drive).

Leave the driving to someone else and enjoy the scenic drive to Yosemite. The tour last approximately 12-15 hours.

Yosemite is one of the most beautiful parks in the world. Escape from San Francisco for the day and journey through the cattle and horse ranching lands in the foothills of the Sierra Nevada Mountains. It was here, in 1848 that the discovery of gold by James Marshall started the



California gold rush. You'll actually pass through one of the original gold towns. Let's take a break and stop at a fresh fruit stand in Central Valley and indulge in some delicious almonds, strawberries and peaches. The park is the size of the state of Rhode Island and offers both expansive wilderness as well as the amenities you would find at a resort. What better way to discover the park's incredible scenery than on board a sightseeing tour with a trained guide explaining the park's unique geology, history and wildlife?

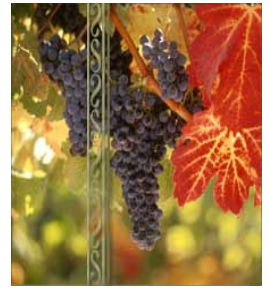
Your *Yosemite Experience* will be enriched by a deeper knowledge and understanding of this most wonderful place called Yosemite. This all-day excursion combines the Glacier Point Tour, Big Trees Tour and parts of the Valley Floor Tour into one incredible outing. Yosemite is home to North America's five highest waterfalls, Yosemite Falls (a gigantic waterfall falling more than 2,400 feet and the tallest waterfall in North America!), Ribbon Falls and Sentinel Falls. You'll see the valley from a number of great vantage points – the best of which is Inspiration Point at 4,500 feet above sea level. You'll also make stops at the famous cliffs of Half Dome, Cathedral Rocks and the 3,500 foot El Capitan where you can watch the climbers on the 4-7 day journey. The tour allows over 5 hours inside the park.

Tours are offered on Monday, Wednesday and Saturday only, so plan ahead! Pick up at most San Francisco hotels is at 6:15 a.m. Return approximately 9:30 p.m. Cost is approximately \$109 (depending on the tour company you select). Meals are not included, but plenty of places to grab something to eat. Wear comfortable shoes, layers and sun block. Oh, and don't forget your camera!

For info on Yosemite National Park, go to [www.yosemitepark.com](http://www.yosemitepark.com) or [www.nps.gov/yose/planning/](http://www.nps.gov/yose/planning/).

### NAPA VALLEY:

Don't Whine for Me! The World Famous Napa Valley is home to over 300 wineries, and each has its own unique flavor and charm. The easiest way to get to the Napa Valley area is to rent a car for a few days. Napa is about a three hour drive from Reno.



The Napa Valley area is well-known for its outstanding wines and you have your choice of wineries to visit. If you're a wine drinker, you can taste a variety of wines and purchase a few bottles to take home with you. Where do you start? You could take the Napa Valley Wine Train, a circa 1865 railroad, with relaxed elegance, artfully prepared cuisine, and the world class wines. Instead of driving around Napa to visit the various wineries – the Napa Valley Wine Train offers a vintage railroad experience combined with food and wines. The only catch is you can't get off the train. The train travels along Highway 29 and serves a variety of wines from the region. For more information on the train, visit [www.winetrain.com](http://www.winetrain.com).

There are many other activities in Napa as well. Up, up and away! In Napa, hot air balloon rides begin before dawn in order to take advantage of the air currents and optimal conditions. The hour you are up in the air is spectacular.

Do you like art? The di Rosa Preserve houses one of the largest regional art collections in the country. Amassed through the last forty years, the di Rosa collection represents the most extensive gathering of contemporary California Bay Area art available anywhere in the world.

Need some R&R? There are many wonderful spas you can visit in the Napa Valley area. For more info, go to <http://www.napavalley.com>, [www.napavintners.com](http://www.napavintners.com) or your favorite travel website.

*We hope you “plan” on Raising a Ruckus in RENO - October 26-29 - and “plan” on seeing some sights as well.*

TO PERSONS SELLING TICKETS: For each ticket you sell - please print your name on the REVERSE side of both the "Receipt" and the "drawing ticket" you will need to return to me!



The drawing for this ring will be held on July 29, 2006, at the **NALS Region 6** Roundup Conference in Dallas, TX.

Photo is larger than actual size



**Region 6 NALS Foundation Fundraiser**  
Ring is believed to be size 6

*You do not have to be present to win.*

Proceeds benefit the NALS Foundation, a 501(c)(3) non-profit corporation. *This is your receipt!*

# Foundation Ring

(Please print)

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

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

Phone: \_\_\_\_\_

**\$2 each - or 6 for \$10**



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Ring is believed to be size 6

*You do not have to be present to win.*

Proceeds benefit the NALS Foundation, a 501(c)(3) non-profit corporation. *This is your receipt!*

# Foundation Ring

(Please print)

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

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

Phone: \_\_\_\_\_

**\$2 each - or 6 for \$10**

TO PERSONS SELLING TICKETS: For each ticket you sell - please print your name on the REVERSE side of both the "Receipt" and the "drawing ticket" you will need to return to me!