

Volume 10 / Issue 1 / Winter 2017



LEGISLATION

Legislation:

Highlights of Our History



MEMBERSHIP

Membership:

Member Benefits and Value



EDUCATION

Education:

A Worthwhile Investment



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Conference:

September 22-24, 2017
Omni Rancho Las Palmas
Rancho Mirage, CA



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INSIDE THIS ISSUE



4



9



14

- 2 **President's Message**
- 3 **Capitol Report**
- 4 **Legislative Report**
- 5 **Photos from the 48th Annual Conference**
- 7 **Bert Rosenthal Memorial Award**
- 9 **Technology Report**
- 10 **Advertising Update**
- 11 **Board Meeting Notes**
- 13 **In the Know - Bylaws**
- 14 **Continuing Education Report**
- 15 **Membership Update**

Thank you to our Advertisers

NAPPS – Inside Front Cover

1-800-Process – 8

CAJP - 12

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PRESIDENT'S MESSAGE

LARRY KIRLIN

2017 CALSPRO PRESIDENT

You're in charge, now what? That's the question I had to answer for myself since being elected president. On one hand, our association is doing a fantastic job of promoting and protecting our industry through legislation. On the other hand, we are seeing a decline in membership and attendance at conference. Since radical change is not my style, I decided to look for small but meaningful ways to incrementally improve our association. Each committee chairman was selected with this philosophy in mind.

So what is at the root of our decline in participation? I believe it is because we are living in the Age of Knowledge; a time when the upcoming generation doesn't hold the same beliefs about loyalty to organizations or professions anymore. They are becoming more loyal to causes and to people. That's not a bad thing. We just need to recognize the shift and adapt to it.

The Millennials, ages 18-34, have surpassed the Baby Boomers as the largest generation. These are our employees, clients and future business owners. Some of the members of this generation are expected to reach 150 years old for the first time in history. Can you imagine? We are going to need to adapt to a group of people who, at some level, believe they are practically immortal.

Knowledge, causes and people: knowledge defines our age while causes and people create loyalty today. So how does this relate to CALSPRO?

Our "cause" is found in our legislative efforts and each time our industry is threatened we rally together to face those challenges. By far this is our most

out in November 2016, which will include articles designed to keep you informed about topics relevant to your business. You will also see tweaks to the CCPS program that will provide far greater opportunity for people to become certified without having to travel long distances. Finally, we are planning the annual conference with families and small businesses in mind.



I am confident that the volunteers and leaders of our association are the right people to take us to the next level. I look forward to seeing how far they take us this year.

important purpose (cause). However; in between the threats we tend to lose some of the energy that binds us together. That's why we are putting more effort into improving the other cornerstones of our association: knowledge and people.

As examples of other areas of focus for this year you have already seen changes to the newsletter, via the e-News sent



CAPITOL REPORT

MICHAEL D. BELOTE, ESQ.
CALIFORNIA ADVOCATES, INC.

THIS COULD BE QUITE A SHOW

The phrase is borderline rude but is known by all: “get in, sit down, shut up and hold on.” Politically, that just about captures the state of affairs in Sacramento as the legislature returns to begin the 2017-2018 legislative session. Anyone who says that they know what will happen is making it up.

Obviously everything changed on November 8. In a dramatic few hours, California went from being possibly Hillary Clinton’s biggest state ally to leader of the rebel resistance to the administration of Donald Trump. In a rare joint press release, Assembly Speaker Anthony Rendon and Senate President pro Tem Kevin De Leon wrote that they had woken up “strangers in a foreign land”, and they promised to dedicate themselves to “upholding California values”. Later, they acted together to engage former U.S. Attorney General Eric Holder to represent the legislature in resisting federal overtures on climate change, immigration, health care and other issues.

Then came the appointment by Governor Brown of Congressman Xavier Becerra to replace Kamala Harris as California Attorney General, after Harris was elected to the U.S. Senate. Mr. Becerra’s mission is clear: to push back against federal efforts to roll back environmental regulations, immigration policies and more in our state. In short, California is ready to assume the mantle of the “anti-Trump”, making our state to President Trump what Texas was to President Obama.

At the same time, the already blue California Legislature became even more

blue on election day. When the votes were finally all counted, Democrats achieved a two-thirds supermajority in both houses of the legislature, holding 55 of 80 seats in the Assembly and 27 of 40 in the state Senate. And with changes in the state’s



term limits law, this composition is likely to last for quite some time: there will be no members termed out of office in the Assembly in 2018, 2020 or 2022. The next significant changes will occur in 2024.

In the face of all of this, there is a great sense of waiting in anticipation of what will come from Washington. Will the Affordable Care Act be repealed, and will

California lose potentially \$15 billion in funding for new MediCal enrollees? Will cities which have declared themselves “sanctuary cities” lose federal funding? Will trade or environmental regulations affect the California economy? Could we slide into recession?

The next 100-200 days will be pivotal, as we see what actions are taken by the Trump administration, and how California responds. We also will know by Friday, February 17 what new bills are introduced in the California Legislature. Of course, with all of the action on mega-issues, there will still be individual bills of interest to process serving and photocopy. The Judicial Council is likely to carry legislation on e-filing and service, and CALSPro will have a bill making a variety of changes to the laws. The CICA coalition, of which CALSPro is a leading member, will also be following up on last year’s AB 2244 with new proposals.

Finally, Governor Brown and the California Legislature must together fashion a state budget for 2017-2018 in spite of all of this uncertainty. On January 10, the Governor released his proposed budget for the next fiscal year, and it was notable for its cautious, conservative approach. Courts appear to have escaped the possibility of cuts, but funding for the judicial branch is likely to be flat for the new year.

Hold on, we are in uncharted territory!



CALSPRO Legislative Update

By Steve Janney, Legislative Chair

The Legislative Committee met in San Jose on December 3 to discuss the CALSPRO Legislative agenda for 2017. This year your Legislative Committee will again be working closely with the Committee for Improving Court Access (CICA) as we look ahead, working together on a variety of issues.

According to our Cornerstone Charter the members of the Legislative Committee consists of the Chairperson, the President of the Association, the Vice President of the Association and two members of the Association chosen by the Legislative Chairman. The Legislative Committee for 2017 consists of:

- Steven Janney, Chairman
- Chad Barger, Co- Chair (member appointed by Legislative Chairman)
- Larry Kirlin, President of Association
- Robert Porambo, Vice President of Association
- Vacant (member appointed by Legislative Chairman)
- Tom Alkema, ex officio for Photocopy matters only

The legislative agenda for 2017 was discussed with many ideas and suggestions for our 2017 legislative effort. Past projects were discussed and evaluated with the

goal of continuing to move our agenda forward. I encourage you to read our Best Practices (<http://calspro.org/about-us/best-practices>) as it pertains to our legislative direction.

After much discussion, the following 3 items were agreed upon for 2017:

CCP 683.160 shall be amended as follows

a) The judgment creditor shall serve a notice of renewal of the judgment on the judgment debtor. Service shall be made ~~personally or by first-class mail~~ **in the same manner as a summons and complaint** and proof of service shall be filed with the court clerk. The notice shall be in a form prescribed by the Judicial Council and shall inform the judgment debtor that the judgment debtor has 30 days within which to make a motion to vacate or modify the renewal

CCP415.20 Proposed Legislation

Proposal:

415.20 (b) If a copy of the summons and complaint cannot with reasonable diligence be personally delivered to the person to be served, as specified in Section 416.60, 416.70, 416.80, or 416.90, a summons may be served by:

(1) leaving a copy of the summons and complaint **in the presence of a competent member of the household or a person**

apparently in charge of his or her office, place of business, or usual mailing address other than a United States Postal Service post office box, at least 18 years of age, who shall be informed of the contents thereof at the person's dwelling house, usual place of abode, usual place of business, or usual mailing address other than a United States Postal Service post office box. **If the defendant's mailing address is a Commercial Mail Receiving Agency, service may be made on the person there in charge on the first attempt,** and;

(2) by mailing a copy of the summons and of the complaint by first-class mail, postage prepaid to the person to be served at the place where a copy of the summons and complaint were left. Service of a summons in this manner is deemed complete on the 10th day after the mailing.

Conform Business & Professions Code 22351.5 (a) with Penal Code 11105.2(d))

Currently B&P Code 22351.5 (a) reads:

(a) At the time of filing an initial certificate of registration or renewing a certificate of registration that has lapsed, the registrant shall also submit a completed Request for Live Scan form confirming fingerprint submission to the Department of Justice and the Federal Bureau of Investigation, in order to verify that the registrant has not been convicted of a felony. The clerk shall

Continued on page 13

CALSPRO 48TH ANNUAL CONFERENCE

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Save the Date!

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September 22-24, 2017
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Rancho Mirage, CA

California Association of Legal Support Professionals

Bert Rosenthal Memorial Award

Congratulations to the 2016 Recipient *Michael Kern*



Michael was born into an Attorney Service family in the San Fernando Valley in 1969 and lived nearby in Sepulveda until he was 9, at which time his family moved to neighboring Santa Clarita Valley. His father, Dave Kern, started an Attorney Service in 1961. Whenever Michael was on school breaks he would help the family business by setting up filings and file at the courthouse, calling runners for status, and riding with route drivers doing pick-ups. When he was old enough, he rode along with his father to learn how to serve papers correctly.

Michael achieved success in school both academically and athletically, and graduated Hart High School in 1987. He was then officially brought into the family business. Dave Kern's philosophy of not being the biggest, but being the best attorney service in California left Michael with a strong work ethic. He registered as a process server and served papers while attending College, where he majored in Business Marketing. Michael dedicated himself to learning every job possible in the family business; and over time, became very proficient. He attributes his success to his dedication, drive and passion for this profession.

In 1990 Michael met his future wife and business partner, Sheri, who joined the family business that same year. They married two years later (March 1992) and started a family shortly thereafter while continuing to work. They have three

children who are their pride and joy, David, Mikey, and Kayla. They are a close family and share many interest and hobbies with their children such as golf, bowling, camping, boating, motocross riding and NASCAR.

Michael is very proud to be a second generation legal support professional and is very excited that his son David followed



in his footsteps by joining the family business in 2012, while also attending California State University Northridge (CSUN).

Michael has been a member of CALSPRO since 1994. He was part of the strategic planning sessions that shaped CALSPRO's

direction as it evolved from being CAPPs. Over his twenty years in the association, he has served in many capacities such as Area Governor, Director, Advertising Chairman, Directory Chairman, Vendor Chairman, Website Chairman, Secretary-Treasurer, Second Vice President, First Vice President, Chairman of the Board, and as President. Michael was also recently re-elected this past June to his second term on the Board of Directors for the National Association of Professional Process Servers (NAPPS). He was instrumental in the re-design and launch of the new NAPPS website and update of the job post feature. He continues to look forward on sharing his insight and knowledge to others for the betterment of the profession.

In the late 1990's Michael spearheaded a Hawaiian Raffle campaign which brought in much needed funds to the association. He was also very instrumental in the development of our marketing and advertising plans, our website and the job post feature. His contributions have been recognized over the years with him receiving the Rookie of the Year, Presidential Recognition (Going the extra mile), Member of the Year (2003-04), and Member of the Year (2010-11) awards. Michael is very proud of our association and our profession, while continuing to strive to be the very best at whatever he does.

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CALSPRO Technology Update

By Paul Janney, Technology Chair

Malware-The Unseen Threat on the Rise

Ransom. Hostage. Hackers. Hijacking. Generally when you hear terms like these they conjure up images of the latest action movie released in the theaters. However, the stark reality of the current digital realm we live in is that there are numerous sophisticated criminal elements that are aggressively looking for vulnerabilities in systems to be able to hijack companies data/programs for ransom.

One of the most common attacks is known as malware. Malware is defined as "malicious software, computer programs designed to infiltrate and damage computes without users consent." With the constantly evolving landscape of the legal support industry shifting to a predominantly digital environment, it is imperative to not only just be informed and protected against attacks but to also have a crisis response plan in place to be able to effectively contain, recover, and restore all prior capabilities after any attack.

Attacks using malware, more specifically ransomware, are exponentially on the rise across all industries. LegalTech news reported that in December 2016, attorneys across the United States received emails with the subject line. "The Office of the State Attorney Complaint" however, the attached pdf file did not contain the purported legal action against them that required their attention, but instead hidden ransomware files. These files were intended to hijack their systems/data until

a ransom was paid via an untraceable digital currency known as Bitcoin.

The Technology committee has also been made aware that two company members of our association have also had ransomware attacks launched against them within the last quarter. With these attacks on the rise across all industries and new phishing emails being sent on a daily basis it is imperative to be protected when (not if) they target your company.

While all of this can seem overwhelming and intimidating there are numerous preventative measures, habits, and procedures that can mitigate your exposure to possible intrusions. According to Craig Bonner, systems engineer at Innovative Computing Systems, "email filters" or "mirror" email servers play a key role in protecting against this sort of attack. A business can use these services or equipment to filter out offending attachments automatically. You can find a comprehensive comparative chart of the industry leading Anti Virus programs compiled by PC Mag at this link. (<http://www.pcmag.com/article2/0,2817,2372364,00.asp>)

While utilizing technology to ensure ransomware never arrives on your server it is a prudent to have protection in place. Training employees to notice and resist phishing emails is the cornerstone of any effective cybersecurity program. One of the key elements to train your staff to look for is the domain name from which the email originates, many phishing attempts with ransomware embedded in them

come from a free service. (i.e. Yahoo.com/gmail.com) and not a registered domain. As a rule of thumb, it is always better to error on the side of caution. This being said, if an email ever seems out of the ordinary, do not open any attachments but instead delete the email, pick up the phone and call the sender. With so much information and the myriad of different ways to be exposed to cyber vulnerabilities it can be tough to stay informed and up to speed on the best practices to protect you and your business. However, one of the most informative and comprehensive tools that I have found invaluable is a Ted Talk by James Lyne, titled "Everyday Cybercrime – and what you can do about it." If you are interested in watching this lecture on ways to protect yourself and businesses from cybercrime here is the link; (<https://youtube/fserhtov8iu>).

With hope to you for a safe and fulfilling year.



CALSPRO Advertising Update

By Robert Porambo, Advertising Chair

Are you looking for more business? Advertise with CALSPRO. With new and reduced pricing you can advertise on our web-site, in our newsletters and directories. You can also purchase banner ads/enhanced listings at for under a dollar a day. Here's the link to advertise: <http://calspro.org/advertise/>

I would also like to welcome our new business partner/vendor member Christopher Judy with AFLAC (yes the company with the duck). Chris can be reached at 949.584.5987 or christopher_judy@us.aflac.com. Whether its accident, cancer, hospitalization or illness, no one will process and pay your claim faster. "Our promise to you is to process and pay, not deny and delay". This is a terrific benefit for you and your staff so give him a shout.

We will continue to work hard for our association by partnering with new companies that will enhance your business. Thank you and have a super 2017!

Company Members:	Current Cost:	New Cost:
Featured Member Banner Ad:	\$600.00	\$300.00
Enhanced Member Listing:	\$200.00	\$100.00
Newsletter Business Card 1x:	\$60.00	\$50.00
Newsletter Business Card 4x:	\$180.00	\$150.00
Newsletter ¼ page ad 1x:	\$85.00	\$60.00
Newsletter ¼ page ad 4x:	\$280.00	\$200.00
Newsletter ½ page ad 1x:	\$135.00	\$100.00
Newsletter ½ page ad 4x:	\$480.00	\$300.00
Newsletter Full Page ad 1x:	\$240.00	\$200.00
Newsletter Full Page ad 4x:	\$900.00	\$600.00
Directory 1/8 page:	\$110.00	\$50.00
Directory ¼ page:	\$145.00	\$75.00
Directory ½ page:	\$290.00	\$150.00
Directory ¾ page:	\$400.00	\$250.00
Directory Full page:	\$520.00	\$300.00
Directory Inside Back Cover:	\$690.00	\$500.00
Directory Inside Front Cover:	\$750.00	\$600.00
Directory Back Cover:	\$920.00	\$750.00

Associate Members:	Current Cost:	New Cost:
Featured Member Banner Ad:	\$600.00	\$300.00
Newsletter Business Card 1x:	\$60.00	\$50.00
Newsletter Business Card 4x:	\$180.00	\$150.00
Newsletter ¼ page ad 1x:	\$85.00	\$60.00
Newsletter ¼ page ad 4x:	\$280.00	\$200.00
Newsletter ½ page ad 1x:	\$135.00	\$100.00
Newsletter ½ page ad 4x:	\$480.00	\$300.00
Newsletter Full Page ad 1x:	\$240.00	\$200.00
Newsletter Full Page ad 4x:	\$900.00	\$600.00
Directory 1/8 page:	\$110.00	\$50.00
Directory ¼ page:	\$145.00	\$75.00
Directory ½ page:	\$290.00	\$150.00
Directory ¾ page:	\$400.00	\$250.00
Directory Full page:	\$520.00	\$300.00
Directory Inside Back Cover:	\$690.00	\$500.00
Directory Inside Front Cover:	\$750.00	\$600.00
Directory Back Cover:	\$920.00	\$750.00

Vendor Members:	Current Cost:	New Cost:
Logo/Link CALSPRO bottom Website:	\$1,500.00	\$300.00
Newsletter Business Card 1x:	\$60.00	\$50.00
Newsletter Business Card 4x:	\$180.00	\$150.00
Newsletter ¼ page ad 1x:	\$85.00	\$60.00
Newsletter ¼ page ad 4x:	\$280.00	\$200.00
Newsletter ½ page ad 1x:	\$135.00	\$100.00
Newsletter ½ page ad 4x:	\$480.00	\$300.00
Newsletter Full Page ad 1x:	\$240.00	\$200.00
Newsletter Full Page ad 4x:	\$900.00	\$600.00
Directory 1/8 page:	\$145.00	\$75.00
Directory ¼ page:	\$110.00	\$50.00

CALSPRO

Board Meeting Notes

By Robert Porambo, Vice President

Your Board of Directors met on December 3, 2016 in San Jose and the following board members were present:

Larry Kirlin	Robert Porambo	Andy Estin	Paul Janney
Ken Hastings	Tom Alkema	Chad Barger	Tom Bowman
Kristian Pujol	Lauri Taylor		

Also present were:

Jeff Karotkin	Tony Klein	Steve Janney	Mike Belote
Jenny Blevins			

The following topics were discussed:

1. Larry Kirlin-President's message-Big year for our financials to get back in the black, wants more members involved, loves new ideas and wants more people at conference in Palm Springs.
2. Steve Janney-Legislative Committee and presented the board with several items to address in 2017. Revise B&P Code 22351.5; Service of Renewal of Judgments-require physical services; Writs to extend from 180 to 365 days; Work on CCP 415.20 and remove diligence requirements for service at a CMRA; Explore working on CCP 1011 to increase time to serve pro pers and serving person denying access. Motion was unanimously carried.
3. Mike Belote-shared interesting election information from his unique perspective.
4. Jeff Karotkin/CICA provided a report to the board. Nine proposed next steps; LA County CTO that their e-filing project will be delayed 18 months; Discussion with Journal Tech as it related to Tyler; There are currently 17 coalition members and we need more.
5. Ken Hastings-Presented the 2016 financial statement & 2017 budget which were both approved by the board.
6. Kristian Pujol presented his plans for continuing education in 2017 and will hold 6 CCPS workshops throughout the state
7. Paul Janney presented his technology report which was accepted by the board.
8. Robert Porambo presented his advertising report with an emphasis on getting more advertisers in 2017
9. Cliff Jacobs provided a written report on membership with goals in 2017 to increase membership
10. Tom Alkema presented the newsletter plans for 2017 with more frequent communication to our members in 2017
11. New Business: Tom Alkema asked if it is time to evaluate the many forms of communication we use (newsletter, e-news, blogs, fb, website, etc..) to update members and consider developing a committee/team that will oversee all of those forms?
12. Good of the Order: Tom Bowman attending Herb Hoffman's 100th birthday in October!!

Upcoming board meetings:

All members are encouraged and welcome to attend and participate in our board meetings.

- January 25, 2017 – Conference Call - 4:00 p.m. – 6:00 p.m.
- March 25, 2017 – In-Person Meeting: Legislative Committee Meeting – 9:30 a.m. – 11:15 a.m./Board of Directors Meeting – 11:30 a.m. – 3:00 p.m. - Southern California
- May 3, 2017 – Conference Call - 4:00 p.m. – 6:00 p.m.
- June 17, 2017 – In Person Meeting: Legislative Committee Meeting – 9:30 a.m. – 11:15 a.m./Board of Directors Meeting – 11:30 a.m. – 3:00 p.m./Rosenthal Committee Meeting – 3:15 p.m. – 6:00 p.m. - Sacramento
- August 23, 2017 - Conference Call - 4:00 p.m. – 6:00 p.m.
- September 22, 2017 - Board of Directors Meeting During Conference - Omni Rancho Las Palmas, Rancho Mirage
- September 22-24, 2017 - CALSPRO 49th Conference - Omni Rancho Las Palmas, Rancho Mirage
- September 23, 2017 - Immediately Following Conference - Omni Rancho Las Palmas, Rancho Mirage
- December 2, 2017 – In Person Meeting: Legislative Committee Meeting – 9:30 a.m. – 11:15 a.m./Board of Directors Meeting – 11:30 a.m. – 3:00 p.m. - San Jose

CALSPRO would like to announce to it's members that the County of Los Angeles has released two RFP's which may be of interest to you or your company.

Opportunity #1

Bid Number: SOP2017
Bid Title: SERVICE OF PROCESS
Bid Type: Service
Department: Child Support Services
Commodity: LAW ENFORCEMENT
SERVICES (INCLUDING
PROCESS SERVER SERVICES)

Open Date : 1/20/2017

Closing Date : 3/23/2017 3:00 PM

Find more information here: <http://camisvr.co.la.ca.us/lacobids/BidLookUp/BidDeptLookUpFrm.asp>

Opportunity #2

Bid Number: 2017-RFP001
Bid Title: As-Needed Service of
Process Services
Bid Type: Service
Department: Office of County Counsel
Commodity: LAW ENFORCEMENT
SERVICES (INCLUDING
PROCESS SERVER SERVICES)

Open Date: 1/12/2017

Closing Date: 2/14/2017 4:30 PM

Bid Amount: N/A

Bid Download: Available

Find more information here - <http://camisvr.co.la.ca.us/lacobids/BidLookUp/BidLookUpFrm.asp>



Judgment Enforcement Fundamentals Class
March 31, 2017 (by Webinar)

Gretchen Lichtenberger - Instructor

8 hour program on basics of **starting and operating a
judgment enforcement business**

Want to learn how to enforce court judgments?
Our Class teaches how to:

- Find Judgments to Enforce
- Marketing & Advertising **your business**
- **Locate assets of the Judgment Debtor**
- **Become skilled at enforcing judgments**
- And much more

Register at www.cajp.org/events

Keep checking for more events throughout the year

IN THE KNOW – BYLAWS

by *Lauri Chichester-Taylor*,
Bylaws Committee Chair

The CALSPRO Policies and Procedures Manual (2016) outlines the procedure for submitting proposed amendments to the Bylaws. Amendments to the Bylaws can only be made at the Annual Meeting, scheduled this year for September 23rd at the Omni Rancho Las Palmas in Rancho Mirage, California. The following outlines the procedure for submitting proposed Amendments to the Bylaws for consideration in advance of the Annual Meeting.

Section XIII (D) of the Policies and Procedures Manual (2016)

“The proposed amendments must be submitted to the Secretary-Treasurer at least sixty (60) days prior to the date of the Annual Meeting. The Secretary-Treasurer shall forward one (1) copy of the proposed amendments to the Bylaws Committee Chairperson, who shall report its recommendations on the proposed

amendments to the Association at the Annual Meeting. Within fifteen (15) days of receipt, but not less than forty-five (45) days prior to the date of the Annual Meeting, the Chairperson of the Bylaws Committee will return to the Secretary-Treasurer for publication all proposed amendments to be considered at the Annual Meeting. The proposed amendments shall be published to the membership at least thirty (30) days prior to the Annual Meeting of the Association in order that all members may have due notice that such amendments may be presented at the Annual Meeting. Such amendments may be adopted by an affirmative vote of two-thirds (2/3) of those members present and voting.”

In accordance with the Policies and Procedures, the current Secretary-Treasurer is Ken Hastings, Hastings Professional Process Servers, 4180 Enterprise Circle S#270, Temecula, CA 92590, (951) 296-2669, service@hastingspps.com

Legislative - continued from page 4

utilize the Subsequent Arrest Notification Contract provided by the Department of Justice for notifications subsequent to the initial certificate of registration.

We would propose the following amended:

(a) At the time of filing an initial certificate of registration or untimely renewing a certificate of registration that has lapsed, as set forth in Penal Code sec. PC 11105.2(d) the registrant shall also submit a completed Request for Live Scan form confirming fingerprint submission to the Department of Justice and the Federal Bureau of Investigation, in order to verify that the registrant has not been convicted of a felony. The clerk shall utilize the

Subsequent Arrest Notification Contract provided by the Department of Justice for notifications subsequent to the initial certificate of registration.

As always, we encourage all members of CALSPRO to be on the “look out” for any legislative efforts, by anyone, at any level and then to notify CALSPRO leadership. It is a great asset to have hundreds of eyes reading newspapers, newsletters, legal newspapers, policy memos or any other document dealing with our profession.

CALSPRO has a storied legislative history. Your committee will work hard this coming year to protect the legislative values of our association.

CALSPRO COMMITTEES

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EDUCATION

Continuing Education Report by Kristian Pujol

The Importance of Continuing Education Going Forward

If we learned anything from this past Presidential election is that Americans are fed up with the political establishment and the economy. President Donald Trump and Bernie Sanders both ran populist movements targeting and mobilizing workers, labor, and the disenfranchised lower and middle classes. Their discontent and outcry over the absence of jobs in a lack luster economy was heard loud and clear. Although Democrats and Republicans may attribute outsourcing and unfair trade agreements as major factors, both parties concur that many jobs from numerous important sectors of the economy have been lost to automation and technology.

Does this ring a bell? Consider the current changing state of the California court system and how technology and innovation in the form of e-filing has not only directly affected the courts but subsequently also affected our industry. Like traditional newspapers and fax machines, the typical court runner may soon be a thing of the past. As legal support providers we need to prepare ourselves for the digital age of our legal system and consider innovative ways of doing old jobs. Never has there been a greater need in this country for more technical schools and retraining of all types of industry. As legal support professionals, we are no different and fit right into this paradigm shift.

Our CALSPro Continuing Education workshops are great resources for owners, employees and independent contractors

alike. In an industry where there is very little room for error, and change is imminent, any additional training and learning for you or your staff will reap huge dividends. Process servers and photocopiers are not losing their jobs to e-service and electronic records providers just yet, but now more than ever the need to “know your stuff” and “be on top your game” is very important. I would like to see our association focus our Continuing Educational materials and workshops that emphasize not just on new laws and regulations, but also new tools of the trade. Things such as the use of smart phones and mobile devices with GPS systems, e-filing and e-service basics, and of course, online training programs are prime examples of how CALSPro wants to help our members.

The Continuing Education committee welcomes all new and longtime CALSPro members to a new era and exciting year of possibilities. Our current committee is loaded with talent, knowledge and diversity ranging from new to experienced, employees and managers to business owners, and comprised of individuals representing small companies and large corporations. It will be my privilege to work with them as chair of this cornerstone committee and am looking very much forward to a productive future of collaboration with this talented group representing all of the cumulative interests of our association.

For many years, CALSPro has been working very hard to keep its members

informed, educated and trained through conferences, workshops, and publications. Our committee will be resolute on continuing and improving this tradition using efficient and innovative approaches that reflect today's realities. We urge you to please continue to support, attend and take advantage of these membership benefits available to you, your company, and your affiliated contractors. Publications and information on workshop dates will be announced soon via our e-newsletters, blogs, emails, and website.

As we all witnessed, people across America from both sides of the political spectrum are unhappy with the economy and our government. The sad truth is that jobs in many places are scarce. Lucky for us, CALSPro's Legislative committee, along with the Coalition for Improving Court Access (CICA), are working hard on our behalf to keep us relevant in the legal system and remain imbedded in due process. If you think about it, thanks to CALSPro all of us are lucky to be in business today. The Continuing Education committee's constant noble goal will be to make crucial, relevant and updated information and training available to all of our members so that we as an industry at large have the proper tools, knowledge and, hopefully, realistic potential in this day and age to stay in business.



CALSPRO Membership Update

By Cliff Jacobs, Membership Chair

2017 is sure to be a year of change. We have new CA leadership nationally; with Kamela Harris becoming our junior United States Senator from California; and new leadership in CALSPRO with Larry Kirlin becoming our new President, and Paul Janney being a first time Board member. There are meaningful changes occurring both in our Profession, and in our Industry. Notary Fees have increased 50% (up to 15.00 from 10.00), while the Federal Witness Fee has decreased to 53 ½ cents per mile, down from .54; and thanks to CALSPRO, the Registered Process Server that will be serving the Writ of Attachment, Execution or Wage Garnishment is no longer the only person permitted by code to open the file with the Sheriff. There are also more E-Filing courts due to become active this year, with Los Angeles (the largest Trial Court system in our Nation) planning on entering this arena.

Along with these changes, the Membership Committee has also added new promotions which are designed to give you increased value; and I am pleased to report that many of you have taken advantage of these offerings. This year, in an effort to have everyone renewed by the deadline of January 31st per our Policies and Procedures, we established 2 "early bird promotions that offered discounts to conference later this year simply by renewing early. All those that renewed prior to December 31st, will receive a discount to Conference this year, and there was a drawing held to award 10 discounts to those that renewed between January 1st and 21st. The winners of that drawing are:

- | | |
|---------------------|------------------------|
| 1. Roberta Anderson | 6. Alex Martinez |
| 2. Michael Bauch | 7. Peri Parsa |
| 3. Jason Burke | 8. Christina Robertson |
| 4. Shelley Dompe | 9. Sam Virk |
| 5. Amber Howe | 10. Rosalie Waters |

We also would like to remind you that there are other value oriented programs available to you, to help you save on expenses. One of these is our referral program. This is an opportunity for you to give a discount to a potential new member, and decrease your annual renewal dues by up to 50%. You will find a copy of a referral certificate in this Newsletter, and it is also available on our website; so please take advantage of the opportunities to give a discount to others, and also reduce your fees at the same time.

We would love to hear your suggestions for additional and enhanced membership benefits, so please don't be shy. We're listening!!!

Referral Discount Program



\$50.00 off Individual Membership
\$75.00 off Company Membership
\$25.00 off Associate Membership

New Member Information

Name: _____

Company: _____

Referring Member Information

Name: _____

Company: _____

A new Individual, Associate or Company Member joining CALSPRO shall have their membership fee instantly reduced by the amount as stated above by entering the referring member's name as requested on the application, as well as submitting this certificate along with the application. The Existing referring member will receive up to two referral discounts upon renewal the next year, but may offer the new member discount without limit to potential new members all year long. Existing members will qualify for the two highest renewal discounts as follows: \$50.00 discount for a new Individual member, \$75.00 discount for a new Company member, and/or \$25.00 discount for an new Associate member upon their approval as a new member.

Submit this document with your new membership application which can be downloaded from www.calspro.org

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