

CALSP^{ro} PRESS

California Association of Legal Support Professionals

Volume 14 / Issue 2 / Spring 2021

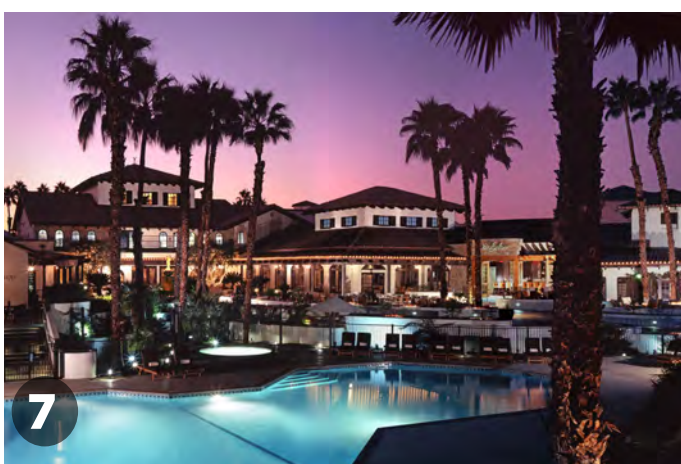
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PRESIDENT'S MESSAGE

KEN HASTINGS

2021 CALSPRO PRESIDENT

With the eviction moratorium set to expire on June 30th, 2021, excitement (at least for process servers) is building. There has been very little information coming out of D.C., or Sacramento for that matter, when it comes to evictions. So, I ask, is no news good news? The answer is anyone's guess at this point. This is not to say that there have not been discussions or even rulings regarding the legality of the ban.

As recently as March 3rd, 2021, Federal Judge Dabney Friedrich who sits on the bench for the US District Court for the District of Columbia ruled that the US Center for Disease Control (C.D.C.) overstepped its authority when it issued a ban on evictions due to the circumstances surrounding the pandemic. She explained that the ruling would be stayed due to an appeal that was immediately filed by the justice department.

"The question for the court is a narrow one: Does the Public Health Service Act grant the C.D.C. the legal authority to impose a nationwide eviction moratorium?" wrote Judge Friedrich. "It does not."

One tenants' rights attorney conceded that "while this ruling was written more starkly than previous ones", he believes that this ruling

only applied to the eviction cases that would be brought before the court in its jurisdiction.

This is now the fourth time in a matter of months that the US District Court has seen cases brought before it regarding eviction moratoriums. There are judges ruling and weighing in on both sides of the moratorium. At this point the rulings seem to fall evenly across the board leaving us with no clear idea as to where the government truly stands.

While the federal and state legislatures have enacted programs to help all parties by way of deferment, we are sure to see plenty of evictions and foreclosures on the horizon. Case in point, a recent client of mine called seeking service of an Unlawful Detainer. He explained that there had been contact with his renter by a government agency who was attempting to assist his renter in requesting deferment and assistance. The renter refused to accept any assistance from the landlord or the government in addressing the issue. This leads me to believe that there will be varying scenarios that all end up leading to an eventual eviction.

With California's own SB-91, California created its own law in order to "protect both renters and landlords", per Governor Newsom. This law

will be in place and effective until June 30th, 2021, as long as renters have paid at least 25-percent of their rent. My client was trying to help his tenant apply for aid using the law that can pay 80-percent of some tenants' unpaid rent, but only if the landlord agrees to forgive the remaining 20-percent. If a landlord refuses the deal, the law would pay off 25-percent of tenants' unpaid rent to make sure they qualify for eviction protections. The state is funding the relief with \$2.6 billion in federal rental assistance money. Assemblyman David Chiu, who wrote SB-91, is quoted as saying that he does not believe any of his colleagues wish to see a wave of evictions. Hinting that we may not have seen the end of the moratorium or additional financial aid.

So, at the end of the day, we are still in eviction-limbo. The government seems to have set a pattern when it comes to the topic: wait until the last minute to provide any sort of information on the matter. Leaving little time for landlords, tenants or process servers to prepare for what's next.

Stay safe and stay healthy my friends,

Ken Hastings – CALSPRO President



CAPITOL REPORT

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

Nomination For Most Overused Word: Remote

With only days remaining before California eliminates the dreaded COVID “tiers”, Spring seems to be bringing a degree of normalcy to our lives. Exactly what that means for hard issues like requiring employees to return to offices, and under what circumstances, is quite unclear. Clearly though, there were lessons learned during the height of the pandemic which could mean long-term changes in our lives.

In terms of CALSPRO in Sacramento, discussions are occurring about “remote” legal proceedings. Whether the specific context is remote depositions, remote hearings, remote witnesses or remote trials, judges, lawyers and other court users generally agree that court proceedings will be conducted differently in the future. Agreement is not universal, however. In particular, unions representing court staff are contending that remote proceedings are not working well and should not be expanded until a working group can be formed to assess what they argue are due process issues for litigants.

CALSPRO members may recall that last year, the Judicial Council issued an emergency rule greatly expanding the ability of courts to operate remotely through the use of technology. The rule was constructed to expire 90 days after the termination of the Governor’s emergency declaration. No one is sure when the gubernatorial declaration will end, so a “budget trailer bill” has been drafted to continue the broad grant of authority under the Council’s emergency rule.

Facing labor opposition to using the budget process to codify the emergency rule, preliminary actions by both the Assembly and Senate have rejected the proposed trailer bill language. Legal groups concerned about going backwards on technology when the emergency rule expires are exploring narrower approaches. With the June 15 deadline for legislative enactment of the 2021-2022 budget fast approaching, it seems unlikely that agreement can be reached in time for the budget itself, but there will be attempts to enact something prior to the September 10 end of the legislative year.

As to remote depositions, the Judicial Council has proposed rule changes in response to passage of SB 1146 (Umberg) last year. The bill clarified merely that in a specific deposition, the deponent and the court reporter need not be physically present together, but that lawyers have an absolute right to be present with their clients. The proposed rule is intended to flesh out some logistical details. For example, if a deponent wishes to testify from their bedroom in a deposition, can the defending lawyer simply show up at the bedroom? Should some notice be required, and if so, what type of notice? Details, details!

As to remote witnesses, lawyers for both sides agree that some witnesses are largely inconsequential, so it should no longer be necessary to bring them physically into the courtroom. In fact, lawyers routinely stipulate to such remote appearances now. Language explicitly permitted remote witness

appearances has been included in SB 241 (Umberg), but labor unions are opposed for the same reasons they are opposing the remote proceedings budget trailer bill.

Remote civil trials might really be the holy grail in the remote proceedings debate. Statewide, it appears that the backlog in civil cases is in the tens of thousands, and everyone is looking to get the backlog eliminated as soon as possible. But some lawyer groups are adamant that they should not be forced into conducting trials by video. Is it possible to do more remote trials in unlawful detainer or family law, for example? Maybe, but lawyers are insisting that high-profile, high-exposure civil cases be tried remotely only by stipulations from both sides.

Finally, Sacramento is dealing with a “remote” Capitol. While the Capitol is technically open, with members and some staff physically present, the building is effectively closed to the public. This has meant legislative committee hearings made far more difficult by the necessity of obtaining lobbyist and general public testimony by conference calls. The latest announcement from the Senate and Assembly states that the Capitol will re-open shortly after June 15 to 25% capacity. But that includes legislators, staff, and security and other regular employees. Do the regular inhabitants of the Capitol building already total 25%, such that the public will remain largely excluded? For how long?

Lots will change in the coming months and years, that’s for sure!



CALSPRO Legislative Update

By Chad Barger, Legislative Chair

Since my last report, things have begun to change in California. COVID numbers have decreased, and vaccinations have increased. The mask mandate will be lifted on June 15, 2021 for those who have been vaccinated and things have started to return to normal.

Tremendous progress has been made with amending the Business and Professions Code 22351, which pertains to registered process servers and with codes 22450 and 22451, which apply to registered photocopiers. The amendment to B&P Code 22351, would add a registrant's email address to the application process. The amendment to B&P Code 22450 would remove the final sentence, which states: *"A professional photocopier shall be registered pursuant to this chapter by the county clerk of the county in which he or she resides or has his or her principal place of business, and in*

which he or she maintains a branch office." It also would amend B&P Code 22451 to include the email address of the registrant. We have received positive feedback and support for the changes and fully expect they will be included within the 2021 State Omnibus Bill.



Several bills were introduced this year that could potentially impact the process serving profession. One of these bills is Assembly Bill 1143. The bill would provide that if the respondent's address is unknown, the court may specify another

method of service that is reasonably calculated to give actual notice to the respondent and may prescribe the way a proof of service shall be made. It would not be so troubling if it were prefaced with; "If after a diligent effort to locate and serve the respondent, the court may specify another method of service that is reasonably calculated to give actual notice to the respondent and may prescribe the manner in which proof of service shall be made". We have spoken with the author who assured us they did not intend to remove reasonable diligence from the equation and are working with us to clarify the wording of the bill.

The other bill is Senate Bill 666. This bill would amend section 1010.6 of the Civil Code of Procedure. Current law authorizes a court to electronically serve any document issued by the court that is not required to be personally

Continued on page 14



CALSPRO Membership Update

by Kristian Pujol, Membership Chair

The Covid Effect on CA Courts and CALSPRO

The doors of businesses are beginning to open once again, and we are finally beginning to see a glimmer of light at the end of the tunnel. Three weeks ago, Governor Newsom announced the reopening of the economy in California officially as of June 15th 2021. Although several conditions must be met as enumerated in the State's *Next Step in the Covid 19 Pandemic Recovery, Moving Beyond the Blue Print* (April 6, 2021), such as keeping hospitalization rates stable and low, with the 20 million vaccinations administered thus far in CA alone and the ample supply available for those who want to be vaccinated, it should be a smooth transition getting through the tunnel and into this new post-pandemic world.

Memberships in most associations across the U.S. suffered a major decline during the global pandemic. At CALSPRO, we lost twenty percent

of our membership in 2020 but the association managed to bounce back financially in the fall due to the Bert Rosenthal Memorial Award Fund and the many gracious donors who value and understand the importance of this enterprise which is directly related with the preservation of due process rights across California and the U.S.

The pandemic caused more than 3.4 million deaths thus far per World Health Organization (WHO) statistics, but it also shut down the economy everywhere and forever changed the way we conduct business nationwide and overseas. For our legal industry, it shut down law firms, attorney services, court reporters, and even the courts themselves temporarily. As essential workers, process servers risked it all in trying to deliver essential and non-essential documents to parties during the most dangerous times. The courts may have reopened after

a few weeks of closure but created an incontrovertible change in the new way they accepted filings, limited court access and managed caseloads. In many places, only self-represented litigants could enter the courts to file their documents in-person or if an attorney service were filing, they were (and still are for the most part) forced to leave documents in assigned drop-boxes. Some courts offered 30-minute window appointments but with massive backlogs and furloughs, it was impossible to get all documents filed over the counter and not resort to leaving most cases in the court's drop-box. Federal courts shut down completely, refusing to accept the delivery of courtesy copies. Just this month, a few state courts announced they will begin letting legal professionals and the general public back in court buildings, but strict guidelines will still apply; and many courts are

Continued on page 6

alternatively now offering electronic methods of accepting and filing legal documents.

One major consequence from the pandemic is that it intensified the motivation and need for courts to begin adopting eFiling and eDelivery portals as alternative gateways for filing documents. In 2021 we witnessed two large courts, San Francisco and San Diego counties, mandate eFiling of documents in numerous case types. Smaller courts like Yolo and Placer also adopted either eDelivery first or went straight to mandating eFiling this past year. Next in line on this Summer's eFiling list are LA Family Law, Tehama county and Riverside county. It appears like the pandemic created a snowball e-effect and for many businesses this might mean the beginning of a new era in the new types of services they will need to provide, in addition to being Electronic Filing Service Providers (EFSPs). Traditional court services and court retainers have always been a staple and revenue stream for most attorney services, but with changes in the horizon, companies should begin considering new types of services to offer like concierge filings, eRecording, electronic notarizations, and digital discovery just to name a few. Whatever the right answer is for your company, you should start adapting quickly if you have not already and support CALSPro [and CICA] to help maintain the applicable rules and codes in your favor and our industry's safety.

During the early stages of the pandemic, as I reported in previous articles like *Crucial CALSPro*

Protection During Emergency Times (May 2020) and *Busy Plenty in Twenty-Twenty* (September 2020), as usual CALSPro took the lead in protecting our business interests and was in active communication with numerous courts relating to new protocols and emergency orders. Notably in April 2020, our CALSPro Legislative Committee met regarding proposed Emergency Rule 12 and swiftly acted by having our esteemed legislative advocate consult with the members of the Judicial Council regarding proposed language that would have allowed parties to be served electronically in "all civil actions." Successfully, we were able to limit the scope of this order to secondary service of process only (i.e., after the parties have appeared). Just one call from CALSPro helped us avoid a huge setback in the direst of times and potentially saved our entire service of process industry.

Emergency orders and new business protocols were the expected natural responses from our government, but the pandemic also sped up a current that was already in the works, spurring natural selection in a sense. The digitization of many types of goods and services was inevitably already in motion even before Covid-19 (look at movie rentals, music industry, newspapers, banking, etc.). With the present "new normal," buying cars and homes, doctor appointments and getting groceries are now commonly accessible online! The legal industry is no different and there are interested actors out there intending to improve and facilitate easier access to courts and the legal community. Although a noble endeavor, they do not see

the implications for society as a whole, particularly for defendants and renters.

After eFiling becomes the accepted norm far and wide, eService sounds like the next step in the evolution - but fortunately there are forces against this to protect our constitutional due process rights, and organizations like CALSPro are like a fortress and deliverer; and were created to exist mainly for this sole purpose. My fellow colleagues, we must adapt to these unforgiving times and accept change, but to not protect our industry's core provision would be unforgivable. And we do this by supporting our state association which not only looks out for our industry's wellbeing but for the rights of all our citizens. Now more than ever, please be sure to support CALSPro: renew your memberships, advertise your business, support our vendors, become a sponsor, attend conference, and reach out to other affiliates and process servers who you suspect are non-members and get them to see the light and join the fight! With more courts increasingly adopting electronic means of document submission, exacerbated by the pandemic, it will be imperative for CALSPro to monitor, advocate, and provide safeguards for the procurement of general service of process - otherwise we might become casualties ourselves in this new life post-pandemic.





CALSPRO Conference Update

By Jackie Janney, Conference Chair

No Zoom in Rancho Mirage!

Are you tired sitting in your home or office staring at everyone in a boring Zoom meeting? Well so are we! Come join us as CALSPRO celebrates our Annual Conference at the beautiful Omni Rancho Las Palmas Resort & Spa. Enjoy the warm sun and fresh air as you network with us in sunny southern California.

October is quickly approaching, and the conference committee has been busy planning a fun filled weekend for you. We will have our annual business meeting as well as some exciting, informative speakers for attendees. We hope you bring the whole family as the property has lots to do including a family-friendly water park, hot tub, sandy beach, and lazy river. Do not forget to take advantage of our many

sponsorship opportunities as well as join us for the Annual Jack C. Janney Memorial Golf Tournament. Mark your calendars for October 8th-10th and watch for the conference registration coming soon.

I cannot wait to see everyone there.



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EDUCATION

Continuing Education Report by Andrew Gowing, Education Chair

CCPS Workshop & Exam Still Going Strong

I have heard a myth that we were not administering the CCPS Exam because we cannot meet in person for the workshops. I am here to let you know that the CCPS Workshop and Exam are more accessible than ever before. There is no longer the need to drive to a location for an in-person workshop. For over a year now we have been holding our CCPS Workshops and Exams completely online. I know there are benefits to an in-person meeting, such as

the interactions and sharing of knowledge from more experienced process servers. We do our best to get some participation and some interaction from the participants who have wisdom and experience to share. Please join us for our next CCPS Workshop and Exam.

Saturday, June 26th:
Workshop: 9 am to 12 pm
Exam: 12:30pm to 2 pm
Register here: <https://calspro.org/events/ccps-workshop-june-2021/>

We held our second workshop of the year on April 24th with 13 people in attendance.

The CCPS Workshop is a great way for you to participate in the Association, learn something new, and support CALSPro financially. Please consider attending or sending some of your staff to attend our next workshop in June.

Below is a snip-it from some of the curriculum that we cover:

Small Claims

- Plaintiff's Claim - (Handout N-a)

- **Personal Service**

- ✓ At least **15** days prior to the hearing if the person resides in the same county as the case is being heard. At least 20 days prior if the person resides in a different county as the case is being heard.

- **Substituted Service**

- ✓ At least **25** days prior to the hearing if the person resides in the same county as the case is being heard. At least **30** days prior to the hearing if the person resides in a different county as the case. **(No diligence is required)**

- **Service is deemed complete 10 days after the mailing.**

- ✓ When Sub-Serving on the last possible day, the mailing must be completed the same day.





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CALIFORNIA ASSOCIATION OF LEGAL SUPPORT PROFESSIONALS

Board of Directors Meeting February 4, 2021 Via Zoom MINUTES OF THE MEETING - RECAP

PRESIDENT'S MESSAGE

Ken Hastings discussed the following items:

- CALSPRO Cares program is still under development.
- CALSPRO Vlog series now has two volumes.
- Looking forward to this meeting and hearing contributions.

SECRETARY-TREASURER'S REPORT

Andrew Gowing presented the December 2020 year-end financial statement which was included in the agenda packet. The balance sheet shows total assets of \$19,149.71. The income statement shows December 2020 year-to-date income of \$116,627.93 and expenses of \$117,166.53 for a net loss of (\$514.66). Andrew indicated that no royalties were received from CFC, nor was a NAPPS donation received in 2020, however, the NAPPS donation was received this week.

Regarding the CFC Pouch Program, Mark Manchester reported that Michael Kern has talked to Zac and indicated that CFC has agreed to send \$3,500.00 in January 2021, \$3,000.00 in February 2021 and tentatively \$1,500.00 per quarter no matter how many members use the pouch, however, this last item needs to be verified.

It was noted that the CFC Pouch agreement has expired, and the board desires a new agreement. Ken Hastings will work with CFC and Michael Kern to enter into a new agreement. Mark Manchester will report back to Michael Kern regarding actions taken by the board.

COMMITTEE REPORTS

Legislative

Mike Belote discussed the following items:

- Legislative Bill introduction deadline is February 19, 2021
- Expect 2500 bills to be introduced; so far, no bills identified for CALSPRO.
- The Legislature is focusing on issues only of urgency; COVID-19 related items; evictions and foreclosures; housing and homelessness; wildfires and homeowners insurance availability; racial justice and police misconduct; and taxation.
- Sales tax on services – expect this to be on the table at some point.
- Court backlog.
- Adding e-mails to registration records is an item that can be explored.

Coalition to Improve Court Access

David Nill discussed the following:

- San Francisco Superior Court integration – contact has been made with the CEO to discuss the rules. A letter was sent to the CEO indicating that the program needs to get up and running. Expect court policy file by the end of

this week with a technical call mid-February. Agreement filed with File & Service Express; CALSPro members can contact File & Service Express and confirm they are a vendor to use their portal. Ken Hastings was contacted by a member regarding this item, confirming that the program is moving slowly and that CALSPro is in communication with the court.

- Two items that CICA is working on: 1) working with Legislative Counsel and Judicial Council regarding 1010.6 and have a bill that includes a lot of clean up language; and 2) development of e-delivery language to have rules that better identify e-delivery.

Chad Barger discussed the following items:

- There will be a Legislative Committee meeting on February 10, 2021 at 3:30 p.m.
- A Legislative Committee meeting was held after the December board meeting; the board has since approved the following three items:
 - Commercial Building Access – continue to explore this idea and present solutions to the board.
 - Amend CCP 411.20.5 Partnership with CICA
 - Amend the Registration Act to include the registrant's e-mail address.
- The Governor extended the eviction moratorium until June 30, 2021.
- The board agreed not to present the bill relating to personal service of an inmate at a correctional facility.
- Court of Appeal 2nd District Ruling on Social Media Service – discussed by Tony Klein regarding service relating to a temporary restraining order and law that does not allow for service through social media. Tony Klein indicated that this is something that CALSPro may want to watch – reference *Searles v. Archangel* case – ruling signed by Justice Dennis Perluss; Justice Siegel; and Justice Feuer.

Forms

Tony Klein referenced his written report and discussed the new forms which are being updated and are going through a public comment period. The forms include UD-101; UD-105; and UD-116.

Continuing Education

- Andrew Gowing indicated that all the CCPS events have been scheduled for the year, and in opposite months. The committee would like to plan mini webinars, and to hold a MCLE program as well as other programs that appeal to LPI members.
- Larry Kirlin discussed CCPS instructor opportunities, and Jackie Janney-Kilgore volunteered to be a CCPS instructor.

Membership

- Kristian Pujol referenced his written report; renewals are coming in slow; e-mails have been sent to those 2020 members who have not yet renewed; Stephanie is sending a list of the non-renewed members to Ken Hastings for personal outreach; one Independent Contractor member has converted to Active membership; Kristian is continuing outreach too; Larry Kirlin has contacted the former Independent Contractor members and indicated he had good communications with them, but for some it doesn't make sense because of low business activity; personal outreach to Vendor members and Associate members is ongoing.
- Andy Estin announced that the NAPPS Conference scheduled for April has been canceled. Andy also discussed the importance of communicating value in membership.
- The current membership count is 116, compared to 155 this time last year.
- Kristian discussed the message that CALSPro wants to send during this time of hardship, mostly that membership is a matter of necessity.
- Stephanie Schoen indicated that the website currently only lists the 2021 members and asked if she should change that to include the 2020 members. There was no opposition to retaining just the 2021 paid members on the website. Ken Hastings will work with CFC to contact the members who have not renewed their membership to warn them that they will be removed from the pouch.
- Jeff Karotkin asked for the stats of the CALSPro website relating to the number of searches made by people looking for a process servers; David Sparks will get the stats for the board.
- Ken Hastings noted the challenge of members wanting a monetary return on their membership investment, especially as it relates to recruiting and retaining Associate members.

Newsletter

Anita Pasillas reviewed her written report and noted the newsletter publication schedule. Anita acknowledged a Vendor member who submitted an article and asked for more articles.

Technology

- David Sparks shared website metrics and noted the number one impression is Los Angeles Superior Court; the next impression is a blog relating to electronic service; but the metrics for people looking for process servers are null.
- Upon motion by Ken Hastings, seconded by Robert Porambo, that all Vendor members shall be allowed to submit two self-promoting articles using whatever form of CALSPro media they wish to use. The motion carried.
- Andy Estin discussed a metrics report that he receives from NAPPs that shows the website stats and suggested that the Technology Committee include that information for CALSPro; David Sparks has that information and he can send the report to Kristian Pujol to use in promotion material. David Sparks noted that the current website is being cleaned up in prep for the new website.
- Discussion was held regarding the build time for the new website and the transition from Access to MemberClicks. Ken Hastings indicated that the new forward-facing website is under development.

Conference

Jackie Janney indicated that the committee met and the plans are to meet in-person in October, but the committee is making plans to transition to a virtual meeting, if needed.

OLD BUSINESS

There was no old business to come before the board.

NEW BUSINESS

- Ken Hastings discussed a virtual legislative fundraiser of the New York State Professional Process Servers Association which will be held on March 8, 2021. NYSPPSA is asking CALSPro for support of the program. Ken asked for direction as to CALSPro's involvement with this.
- Upon motion by Robert Porambo, seconded by Tom Bowman, to allow Ken Hastings to help promote the New York State Professional Process Servers Association virtual legislative fundraiser, as deemed appropriate. The motion carried.
- The next Board of Directors meeting is scheduled for April 1, 2021 at 4:00 p.m. via Zoom.

GOOD OF THE ORDER - Andy Estin observed at one time during today's call, Tom Bowman, Jeff Karotkin, David Nill and himself were in attendance. He noted the longevity of those members and his appreciation to those who have done so much for so long, and who continue to work on behalf of the private process servers in California. Andy Estin has only missed two board meetings in 50 years!

Who am I?

I discussed burning books with Ray Bradbury.

I discussed the US Constitution with US Supreme Court Justice William O. Douglas.

I played backgammon with Lucy Ball (Ricardo).

Can you guess the member?

Answer on page 14.

eRecording is Booming!

By Rachel Chaples, Communications Coordinator at Tristar Software

You may find yourself asking... what is eRecording? Well, let me tell you! eRecording is a method of securely recording documents using electronic means rather than sending them by mail or visiting the Assessor-Recorder's Office in-person. It is a process that involves the use of several different technologies, such as a strong internet connection, a PDF scanner, text searchable formatting, file conversions, cloud computing, data transmission, etc. These technology tools are essential to generate, sign, transfer, record, and index documents.

Once a county recorder receives the documents, (usually mortgages, deeds, foreclosures, estoppels, leases, certificates, etc.) they are reviewed to determine if they meet legal guidelines. If there are no issues, fees are calculated, and the document is endorsed. After receiving the recorder's stamp of approval, it is then indexed, duplicated, and dispersed to the appropriate county departments and placed in the archives. If it is

rejected, then the documents are sent back with a rejection reason. Senders can then immediately make the necessary changes and submit again electronically. The recorder does not charge for rejections.



So, why do people and corporations need documents recorded to begin with? Well, because recording documents preserves official public records for attorneys, businesses, historiographers, land title assessors and the public. Most of the documents sent to the county recorder are for determining

ownership of real estate. Recordings show ownership history and list any debts held against a property. By recording deeds and other estate history there is a "paper" trail. Without county recorders it would be nearly impossible to legally buy real estate.

For many, visiting the county recorder and filing documents on their own is tiresome and confusing. Therefore, attorneys and attorney service companies are usually people's go-to services when documents need to be recorded. Often when filing on one's own the wrong forms are submitted or filled out incorrectly. Our industry knowledge saves everyone time and money. eRecording saves paper and during the epidemic the use of eRecording has boomed as a way of keeping legal transactions contactless. Educating your business on recording processes and choosing a great software provider will grow your client base and boost profits.

served on a party that has agreed or consented to accept electronic service, with the same legal effect as service by mail, except as specified. This bill would instead require the court to electronically serve those documents on a party that has agreed or consented to accept electronic service. We are working with the author to clean up the wording of this bill to ensure traditional methods are still acceptable.

The California housing crisis is still front and center of the legislature. Months after the state approved \$2.6 billion dollars to help tenants pay rent amid hardship caused by COVID-19, only a small number of people have applied. The program has been plagued with bureaucratic red tape and confusion. Last week Governor Newsom announced that double the amount of funds would be available for rent relief

to \$5.2 billion dollars to pay 100% of back rent owed. The Governor and legislature are trying to do all they can to avoid a catastrophic disaster to the California housing market as the moratorium comes to an end on June 30, 2021. California estimates between 240,000 to 500,000 households could be affected by foreclosure or eviction.

As I usually do, I want to thank the committee members for their time and efforts. It truly is an honor to work with such talented and dedicated individuals. The committee members are Kristian Pujol – Co-Chairman, Andy Estin, Tony Klein, Tom Bowman, Jeff Karotkin, and Ken Hastings, as president. Together, we are making a difference!



Current CALSPro Vendors



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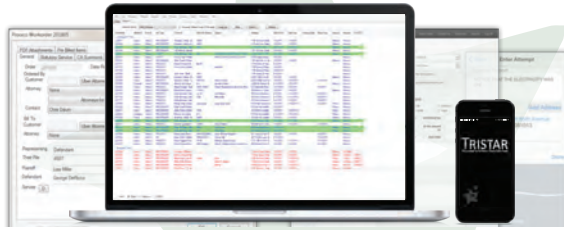
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NEWSLETTER
Anita Pasillas
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TECHNOLOGY/WEBSITE
Vacant

Who Am I answer: Andy Estin



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Ask Us About Our eRecording Solution by emailing:
Sales@TristarSoftware.com or calling 805-227-1213.

CALSPRO 2020-2021 Officers

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Kristian Pujol

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Andrew Gowing

secretary@calspro.org

IMMED. PAST PRESIDENT

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*Association Management Services
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Management Services (CAMS)*



CALSPRO

CALIFORNIA ASSOCIATION OF
LEGAL SUPPORT PROFESSIONALS

2021

CALSPRO Newsletter
Advertising Policies and
Agreement to Advertise

CALSPRO Headquarters
2520 Venture Oaks Way, Suite 150 • Sacramento, CA 95833
(916) 239-4065 - phone • (916) 924-7323 - fax
www.calspro.org • kelly@camgmt.com

AD SIZES AND RATES

Ad Size (WxH)		1x Rate	4x Rate
Full Page	(8½"x11")	\$300	\$250
¾ Page	(7½"x5½")	\$200	\$175
½ Page Horizontal	(7½"x4¾")	\$150	\$125
½ Page Vertical	(3½"x9½")	\$150	\$125
¼ page	(3½"x4¾")	\$85	\$75
Business Card	(3½"x2")	\$65	\$55

PLEASE NOTE: if the artwork you provide does not conform to the above specifications, we reserve the right to alter the ad to fit these dimensions.

Unless otherwise stated, ads for this publication may be **Black & White** ("Grayscale") only.

ARTWORK SPECIFICATIONS

Please submit ads digitally where possible (PC format, not Mac) either on CD, zip disk, floppy disk, or via E-mail. S uch electronic submissions should be in EPS, TIF, or PDF format, including all fonts where applicable, and should be compatible with Adobe Photoshop, Illustrator, PageMaker, InDesign, or Acrobat. We will also accept camera-ready (printed) full-sized images suitable for scanning, at either 133 or 150 line screen. Please see above for specific ad sizes and dimensions. Artwork should be E-mailed to "Advertising c/o **CALSPRO**" at kelly@camgmt.com or mailed to:

Advertising c/o **CALSPRO**
2520 Venture Oaks Way
Suite 150
Sacramento, CA 95833

I will be submitting my ad:

- ☐ Camera-ready by mail
☐ Digitally on disc ☐ Via E-mail
☐ I need assistance designing a new ad (design rates are charged separately)

PAYMENT TERMS

Advertisers should send payment with ad contract. A frequency discount is given to those who agree in writing (ie. this signed contract) to advertise in every issue of the calendar year, or in an equal number of consecutive issues. If the written agreement is not fulfilled, the advertiser is liable for the one-time rate charges. Advertisers who submit an ad contract but fail to submit artwork by the publication deadline will be invoiced.

CONDITIONS

1. Advertisers and advertising agencies are liable for all content (including text, representations, and illustrations) of advertisements and are responsible, without limitation, for any and all claims made thereof against the **CALSPRO** Newsletter, the association, its officers, agents, or vendors.
2. No advertiser is guaranteed placement, but every attempt will be made to provide the desired position.
3. Publisher reserves the right to revise, reject or omit any advertisement at any time without notice.
4. **CALSPRO** accepts no liability for its failure, for any cause, to insert advertisement.
5. Publisher reserves the right to publish materials from a previous advertisement if new materials are not received by material deadline.
6. The word "advertisement" will appear on any ad that resembles editorial material.
7. Drawings, artwork and articles for reproduction are accepted only at the advertiser's risk and should be clearly marked to facilitate return.
8. No verbal agreement altering the rates and/or terms of this rate card shall be recognized.
9. All advertisements, layout and designs produced for the advertiser by **CALSPRO's** Graphic Staff will remain the property of **CALSPRO**.
10. All requests for advertising must be in writing, in the form of this signed contract, for the protection of both the advertiser and **CALSPRO**.
11. Once an order for advertising is placed, it cannot be withdrawn or cancelled in whole or in part.
12. By signing this contract, advertiser agrees to pay in full for reserved space, even if the ad is not run due to lateness or absence of materials.

PLACING YOUR AD

To place an ad, complete the information below and email to: kelly@camgmt.com

CALSPRO will not run your ad without this contract.

Name of Company/Organization Being Advertised: _____

Billing Contact: _____

Billing Address: _____

Phone: _____ Fax: _____ E-mail: _____

Agency or Advertising Representative (if different from above): _____

Phone: _____ Fax: _____ E-mail: _____

Person to Contact with Artwork-specific Questions (if different from above): _____

Phone: _____ Fax: _____ E-mail: _____

I agree to place a _____ size ad in the following issue(s), and to be billed at a rate of \$_____ per issue: (note: The multiple-issue rate can apply to any consecutive series of issues starting at any point in the year. If you choose the multi-issue rate, please number your first issue "#1" below, and the other issues as they occur chronologically. See condition #5, above.)

Material Deadlines: _____ **SOLD OUT** 7/22/2021 _____ **SOLD OUT** 4/22/2021 _____ Fall '21 _____ Winter '21
07/22/2021 11/11/2021

METHOD OF PAYMENT

Please select one

☐

Check Enclosed - Payable to CALSPRO: Check Number: _____

☐

Please email an electronic invoice (include 2.5% credit card processing fee)

EMAIL: _____

Signature: _____

Date: _____