
eNEWS | JULY 2022



A MESSAGE FROM THE PRESIDENT

Ken Hastings | CALSPRO President

Well fellow, CALSPRO members, we are on the home stretch and headed for my final annual conference as CALSPRO President. At least for the time being, never say never! And as these last few days tick away, I am still aware that our jobs are never complete and we must remain vigilant, keeping in mind there will always be more work to be done and goals to be achieved. So, with my second term and year as CALSPRO President coming to an end I can't help but reflect on the team accomplishments that have been achieved so far.

As presidents of this association, I'd venture to say we put in the better part of two thousand working hours or more over the course of two years to CALSPRO. All to ensure that CALSPRO and its members remain relevant, and the industry remains viable. But most of the credit belongs to the committee chairs. We presidents, act as captains while they do the heavy lifting as crew. This amazing crew has worked hard over the past two years as a team. Each chairperson or board member carries his or her load to keep the ship upright and headed in the right direction.

If I break this down into just the cornerstones, it is self-evident:

- Legislation – The busiest two-year legislative session that I can remember in the past 10 years. Chad and team worked on 11 bills and closely monitored another 35+. Not to mention reviewing hundreds of others, making sure they were not adverse to CALSPRO in any way. Special thanks to Chad Barger, Tom Alkema, and Kristian Pujol.
- Education - CCPS has gone virtual, and we are currently offering new content with plans for additional education opportunities on the horizon. Special thanks to Larry Kirlin, Chad Barger, Mike Kern, Jackie Janney, Mark Manchester, and others. Sorry if I missed anyone here. Education can be challenging, and this team executed it well.
- Membership – COVID-19 tried to handcuff CALSPRO but it did not succeed. While not for lack of effort, membership numbers did, in fact, decline. Thanks to the efforts of Kristian Pujol and team, the number of Active Members rose by 46 total memberships in February compared to the same time the previous year. That's a jump of 53 percent and could not have been accomplished without teamwork.
- Conference – Rancho Mirage was a success again. Turning a modest profit totaling \$7,830.00. But the best is yet to come for the conference committee in 2022. Planning is almost complete for the 54th Annual CALSPRO Conference in San Jose, CA, which is guaranteed not to disappoint. I am personally very excited to hear from, in my opinion, one the best keynote speakers CALSPRO has ever lined up in [Echelon Front](#). [Codey Gandy](#) will be representing them. The team

has definitely put together a spectacular events program for us. Special thanks to Jackie Janney for her outstanding efforts to bring us an amazing event.

So, as you can see, it's all about team and as the adage goes, there is no "I" in team. Michael Jordan infamously added his own personal touch to the adage stating, "But there is in win." No disrespect to his "Airness," but in my 12-plus years as a CALSPro member and in all my years serving on the Board of Directors, I would say that it has rarely been about "I." It has overwhelmingly been because of team, that CALSPro and its members can achieve small victories that add up to a win.

To wrap up this final E-NEWS, I'd like to take this opportunity to ask you to find the time to thank your Board of Directors and chairpersons for their outstanding work and extraordinary efforts. These men and women work very hard to ensure CALSPro remains relevant, and the industry remains viable. Without these volunteers, many of us, if not all of us, would be without work.

As always, stay safe and stay healthy my friends.



Ken Hastings | CALSPro President



By Jackie Janney | Conference Chair

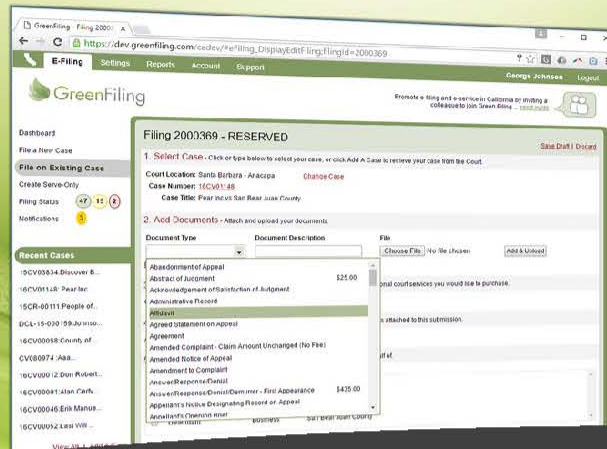
The 54th Annual CALSPro Conference is quickly approaching and the conference committee has been working hard to put together an amazing weekend of fun and educational opportunities. Friday will include the Jack C. Janney Memorial Golf Tournament, an opportunity to catch up with everyone at a cocktail hour at the hotel followed by an evening of bowling and socializing at San Pedro Social. Saturday we will start the day with our annual business meeting followed by five education sessions. We have speakers on technology, collections, prepayment, e-recordings, and cybersecurity.

We are extremely excited to announce CALSPro has contracted with a top-level keynote speaker to add more value to your membership and conference experience. Codey Gandy from Echelon Front, a national leadership training company, will present as our keynote speaker. If you are not familiar with Echelon Front, they are a company that provides leadership training for large groups such as ours. Founders Jacko Wilink and Leif Babin are authors of the two **#1 New York Best Sellers, Extreme Ownership, The Dichotomy of Leadership** as well as several other books for all ages. For more information on Echelon Front check out their [website](#) and for more information on speaker Codey Gandy see his bio [HERE](#). This is an opportunity that you won't want to miss.

I am looking forward to seeing everyone in San Jose, on September 23rd-25th. Keep an eye out for registration coming very soon.



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Twenty Ways a Process Server Can Shrink Their Gas Bill



Source: <https://www.pexels.com/photo/car-refill-transportation-gas-9796/>

Information written & gathered by: Rachel Chaples, Tristar Software

How to Save at the Pump

- **Pay with cash instead of a card**
Some gas stations charge less if you pay with cash rather than a card. They do this to avoid card processing fees.
- **Use a rewards credit card**
Choose a credit card that pays you cash back or one where you earn points when you purchase gas. Make sure to pay off fuel charges each month otherwise you'll pay interest on your gas purchases.
- **Try a gas station rewards program**
This is a great free way to save money just by choosing a gas station you have a loyalty card with. With Circle K, for example, you earn 10 points per gallon, plus 20 points for every dollar spent on snacks, food, and non-alcoholic beverages. Once 2,000 points have been earned, you'll get a \$2 cash coupon for everyday purchases.
- **Join a grocery store rewards program**
Many grocery stores offer fuel rewards programs to turn you into a loyal customer. Each gas station fuel rewards program has its own rules on how much you can save and what you need to spend, so make sure you read the details.
- **Fill up on the cheapest days of the week**
Gas prices tend to be the lowest on Mondays and Tuesdays. If you're looking to buy cheap gas, avoid filling your tank on the weekend when gas prices are often the costliest.
- **Find the best price with a gas app**
There are a few different free apps available for download: Upside, GasBuddy and Waze are popular ones to use. By using an app, you can find a gas station nearby that may be cheaper than the one right in front of you.

Improve Mileage With Vehicle Handling & Maintenance

- **Check tire pressure because underinflated tires use more gas**
The U.S. Department of Energy has proved that under-inflated tires hurt fuel economy. With every 1-psi drop in pressure, gas mileage lowers by 0.4 percent.
- **Remove unnecessary items from the car because the heavier your vehicle is the more gas is needed.**
A heavier vehicle= more energy to move. Heavier vehicles have more inertia and increased rolling resistance which equals increased fuel consumption.
- **Drive under 50mph whenever possible as higher speeds use fuel quicker**
Speeding increases gas consumption and decreases fuel economy. This happens because of tire rolling resistance and

air resistance. Even though most vehicles reach optimal fuel economy at different speeds, gas mileage tends to decrease at speeds above 50 miles per hour.

- **Spend less time idling**

Don't leave your car idling while you wait for someone or plug in your navigation.

- **Plan out your routes**

Driving strategically will cut miles off your daily commutes to various server addresses.

- **Know when to use cruise control**

Flat expanses of the highway are the best time to turn on cruise control. If you are driving somewhere hilly then the frequent downshift will burn more gas.

- **Keep your engine in good condition**

Annual tune-ups and inspections are essential. Problems like bent wheels, axles, bad shocks, and broken springs all create engine drag.

- **Reduce the use of your heater and air conditioning**

Using the A/C burns more gas, so resist the urge to turn it on full blast. When driving below 40mph, roll the windows down. When you are on the highway turn your AC on to a low or moderate setting. Additionally, parking in the shade or using a sun visor will help keep your car cool. Running the air conditioner on max can reduce your mpg from 5% to 25%.

- **Check your gas cap**

After filling up, check that the gas cap clicks. Improperly sealed gas caps allow fuel to evaporate.

- **Use the right oil during oil changes**

Using an incorrect motor oil viscosity, especially thicker than recommended will negatively impact mileage. This is due to critical moving parts moving less freely. Which in turn, adds a load onto the engine reducing the car's overall fuel efficiency.

- **Skip the premium option**

For most cars, higher octane gas is not beneficial. Often it is 20 to 40 cents more per gallon than regular fuel.

- **Accelerate slowly and coast more**

Be gradual when speeding up or slowing down. Coasting more will save more gas. So, look ahead and take your gas off sooner if you see a stop ahead.

- **Get direct vehicle feedback**

Many vehicle manufacturers are adding systems to their in-vehicle displays which provide driver feedback. Some newer Hondas teach drivers how to drive more efficiently and inform drivers about behaviors negatively affecting fuel economy. Nissan has come out with an ECO Pedal that prevents engine revving. These features can improve fuel efficiency by 5% to 10%.

- **Buy a more fuel-efficient car**

The difference between 20 and 40 mpg is HUGE for your wallet. However, only do this if you are ready to trade in your vehicle as an increased monthly payment could decrease your savings.

Sources:

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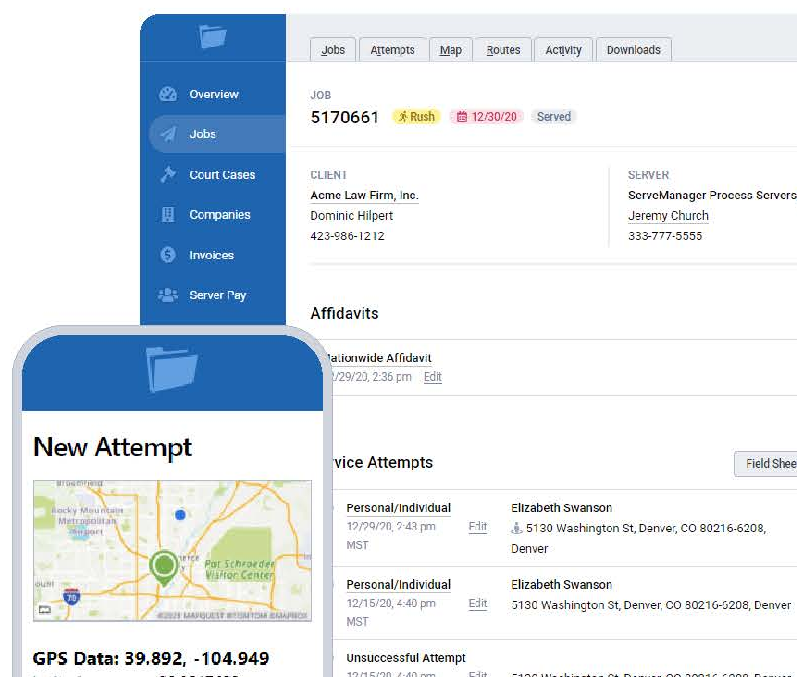
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Our Commercial Express Surety Center (CESC) is a one-stop shop for all your surety bonding needs. Bonds written to support CALSPro members include: Legal Document Assistant, Notary and Notary E&O, Process Server, and Photocopier bonds. Other surety bonds written in your field include Court/Probate bonds, such as Administrator, Executor, Appeal, Replevin, and Receiver bonds.

PHLY Surety and CALSPro have developed an easy process for you as a member to apply for the bonds most needed in your profession. Simply click on "New: Surety Bond Request" from the Resources tab at the top of the [CALSPro website](#), and enter a few details to obtain your surety bond. In today's fast-paced world, let us take care of your bonding needs with a simple click of a button. We look forward to developing a working relationship with all CALSPro members and accommodating their bond needs with a simple process and access to information around commercial surety.

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IMPORTANT DATES:

2022 CCPS Class schedule

- Saturday, July 30, 2022 | 9:00am - 4:00pm (online and in person) Michael Kern presenting
Location: Direct Legal Support | 1541 Wilshire Blvd, Suite 550 | Los Angeles -- limited in person seats available [REGISTER](#)
- Sept 25 (in person, San Jose) Mark Manchester presenting

COURT ANNOUNCEMENTS:

Please be sure to [CLICK HERE](#) for court updates.



Contact Info:

California Association of Legal Support Professionals
2520 Venture Oaks Way, Suite 150
Sacramento, CA 95833
(916) 239-4065
info@calspro.org

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