



JANUARY 2024

A MESSAGE FROM THE PRESIDENT

By Kristian Pujol, M.A., CCPS

Greetings and Happy New Year!

I thank you for electing me to serve as your President another year. It is a true honor to represent our industry in this capacity and I look forward to building upon the progress made by our association thus far. I am pleased to report 2023 was a financially successful year for CALSPRO thanks to the support, generosity, and dedicated efforts of all our members, volunteers, and sponsors! Thank you so much!

In 2023, we met our membership goals (active, associate, and vendor), made policy and legislative progress in several fronts, continued providing educational resources and webinars, and modernized and expanded our advertising options and capabilities. CALSPRO hosted a fabulous and productive annual conference that was both financially and educationally beneficial with a focus on specific industry topics and vocational training. Both the Judges Association and the California Lawyers Association had their annual conference in the same vicinity, so it was quite a remarkable week for networking, learning, and career growth. If you missed it, I hope you can join us at this year's conference which will be similar in scope and opportunity.

In 2024, I plan to lead with the same focus on financial sustainability and continuity of our core legislative and education agendas. This dual objective is necessary as we must continue to protect our industry interests while aiming to increase and stabilize our post-pandemic revenue sources.

Our Active membership category fees changed this year due to the passage of a proposed Bylaw Amendment voted on by membership at conference. The aim of the new tiered structure is to increase our membership by allowing companies to join CALSPRO at a rate they can afford. We have new members on both the Board of Directors and Cornerstone Committees this year, so it will be exciting to see what we can accomplish together to grow our base to a sustainable rate while providing the core objectives of our mission statement.

Our legislative targets for the year will be continuing to explore the possibility of moving the Process Server and Professional Photocopier registration process under the California State Bar, expand on the success of Prison Bill (AB561) to advocate for passage of second prong (eliminating diligence), and help find resolution to LA Downtown Sheriff Civil Dept opening of Writ/Levies backlog. Additionally, we will confront new issues, and of course review all proposed legislation introduced in the State Legislature to provide both protection from any adverse bills and advocacy on behalf of our membership.

In order to maximize the potential benefits of our new active membership options and grow our association, it is imperative we communicate both the importance and affordability of joining CALSPRO to our entire community! Several of our committees will be working diligently to conduct effective outreach to industry cohorts, but I implore YOU to help by spreading the news (of new rates and affordability) and enticing affiliated companies and contractors you work with to consider joining CALSPRO! The critical goals of expanding our outreach efforts,



Kristian Pujol
CALSPRO President

sustaining our core mission, and fortifying our business interests, now and for the future, is incumbent on all of us to secure.

I thank you for your time and I look forward to continuing to help promote, protect, and preserve our legal support industry.

Stay Tuned,



2023 ANNUAL CONFERENCE RECAP / 2024 CONFERENCE

By Dan Mora

Attendees of the 2023 annual conference enjoyed the evening socializing at San Diego Padres game on Friday night. Saturday, we had a full day of speakers including San Diego Court Clerk, Adriana Anzalone and Nevada County Clerk, Bettina Jacobson who both spoke on their respective court's organizational structure as well as provided some insight on how and why some filings are rejected and or accepted. Saturday night at the banquet, Larry Kirlin was presented with the Bert Rosenthal award for his dedication to CALSPRO. I would like to give a BIG thanks for those who attended last year's annual conference in San Diego. It was a resounding success.



I look forward to another year of helping CALSPRO members come together in person for the 2024 annual conference.

As we prepare for this year's conference, please let us know what education topics you want to hear by responding to this survey:

<https://www.surveymonkey.com/r/24CALSPRO>

We are currently planning for the yearly conference, but are focusing on holding the conference in Northern California during late September. If you would like more information, have feedback about how the conference can be valuable to you, or would like to help, please do not hesitate to contact me. Please don't miss this year's conference. Keep an eye out for further details!





Restructuring of the Active Member Category

By Larry Kirlin

More than a year ago, the board of directors commissioned a blue-ribbon committee to determine what changes could be made to our association to solve our persistent budget shortfall. Continuing to raise dues and pass the hat to balance the budget are not long-term solutions. Other options were needed.

After many months of research and discussions with our members, the committee proposed a new dues structure. Any changes to a membership category must be presented as a bylaw amendment and voted on by the members at the annual conference. As it turns out, the blue-ribbon committee's proposal was approved by the members and became effective immediately.

If you weren't at the conference or involved in the open meetings prior, you may not be aware of the reasons behind the new structure. What I see as the motivation behind the change is the continual loss of a certain type of member.

Broadly speaking, there are two types of members. Those who find CALSPro's value in our industry leadership and legislative programs, and those who join for the direct benefits to their business. The former group, view the annual dues as a bargain. A sort of insurance policy for the future of their business. The latter group is more price sensitive. They may look for a return on investment or a specific benefit, like the pouch. Both types, join for valid reasons, but we struggle to retain the second type of member when the ROI is in question, or the pouch is no longer as important as it was in the past.

The new structure lowers the barrier of entry for smaller companies, where ROI and benefits are paramount. It places a higher rate on membership for larger companies who have more invested in the industry, and more ability to pay a higher share of the expense of our legislative and leadership programs.

Is the new structure the best solution? Is it going to solve our budget problems, or will it be replaced by a new structure in a year or two? Only time will tell. What we do know, is that our members voted for it and it's the law of the land until something changes. Take a moment to review the information below, excerpted from our board meeting minutes. Feel free to contact me personally if you have any questions. If you have a better idea for growing our association, present it to your favorite board member, or make your own bylaw proposal. Either way, your input is valued and appreciated.



Larry Kirlin

Active Membership Category

The breakdown of the sub-categories within the Active Member category shall be defined as follows:

Category	Number of Full-Time Equivalent (FTE) Employees	Number of Individual Votes
Category 1	1-2 FTE Employees	Up to 1
Category 2	3-5 FTE Employees	Up to 2
Category 3	6-10 FTE Employees	Up to 3
Category 4	11-25 FTE Employees	Up to 6
Category 5	26+ FTE Employees	Up to 10

Category	Number of Full-Time Equivalent (FTE) Employees	2024 Dues Amount
Category 1	1-2 Employees	\$250.00
Category 2	3-5 Employees	\$500.00
Category 3	6-10 Employees	\$750.00
Category 4	11-25 Employees	\$1,500.00
Category 5	26+ Employees	\$3,000.00

[VIEW THE FULL LIST OF POLICIES AND PROCEDURES](#)

IMPORTANT REMINDER: Invoices for Active Membership Dues will be sent out this month so please be sure to remit payment at your earliest convenience as normally these are due by January 1st. You should have received a survey at end of year to confirm your company number of FTEs, employee names for corresponding CALSPro memberships and a point of contact for direct administrative communication. If you have any questions, please contact us right away!

ADVERTISE WITH US!





Are you looking to grow your business? Advertise with CALSPro!

- Banner Ads are rotating ads that are visible on each landing page of the CALSPro website and when clicked, direct the user to your company site.
- Newsletter and E-News are released 5 times per year via email and contain clickable ads that direct users to your website.
- NEW – E-Blasts can be used if you want to release a specific announcement that you want CALSPro members to know about. Anything from an urgent job posting, office relocation or a new service you provide.
- NEW – CALSPro Classified’s – If you have a job to post or equipment to sell, this may be the perfect option to target your industry colleagues. You provide the information and images for your posting and we do the rest. The CALSPro Classified is a one-stop shop for members to find what they are looking for. When new items are added, we will send an e-blast letting members know of new postings.

**Interested in Becoming A CCPS?
(CALSPro Certified Process Server)**

... or just need to renew your certification or fine tune your serving skills?

WATCH FOR INFORMATION ON OUR NEXT WORKSHOP

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David Kern
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DIRECTOR
Robert Porambo
Knox Attorney Service

DIRECTOR
Jonathan Shisler
A2Z Attorney Services

LEGISLATIVE ADVOCACY
Mike Belote, Esq.
California Advocates, Inc.

2023 New CALSPRO Members

Name: Antoinette Garlington
Company: Our Love Enterprises LLC
City: Manhattan Beach
Category: Active Individual
State: CA
Email: ourloveenterprisesllc@gmail.com

Name: Gilbert Campos
Company: Gilbert A Campos (Self Proprietor)
City: Hayward
State: CA
Category: Active Individual
Email: Ntrylsa84@Gmail.com

Name: James Eslick
Company: A Better Process
City: Placerville
State: CA
Category: Active Individual
Email: 2abetterprocess@gmail.com

Name: Chad Conner
Company: Chad Conner Investigations
City: Chula Vista
State: California
Category: Active Individual
Email: cconnerinvs@gmail.com

Name: Daniel Hoefnagel
Company: First Legal
City: Los Angeles
State: CA
Category: Active Individual
Email: danielh@firstlegal.com

Name: Ruven Lupovici
Company: LockJaw Legal Process Services
City: Santa Ana
State: CA
Category: Active Individual
Email: info@lockjawlps.com

Name: Jamie Mariscal
Company: First Legal Investigations
City: Santa Ana
State: CA
Category: Active Individual
Email: jmariscal@firstlegal.com

Name: Marissa Mendenhall
Company: Central Coast Justice
City: Atascadero
State: CA
Category: Active Individual
Email: centralcoastjustice@gmail.com

Name: Zakikhani Siroos
Company: Top Priority Courier
City:
State: CA
Category: Vendor (Complimentary)
Email: cs_mgr@topprioritycouriers.com

Name: Farmaz Sadeghi

Name: Joseph O'Donovan

Name: Don Haworth

Company: Bluebird Office Supplies
City: Los Angeles
State: California
Category: Vendor
Email: farmaz@bluebirdonline.com

Name: Andrew Webster
Company: Puget Sound Process
City: Renton
State: Washington
Category: Associate Individual
Email: andrew@pugetsoundprocess.com

Name: Chuck Frakes
Company: Advanced Microsystems
City: Los Angeles
State: California
Category: Active Individual
Email: chuck@photocopyservice.com

Name: Jason Cantrell
Company: OmniTrace Investigations
City: Yuba City
State: California
Category: Active Individual
Email: jason@omnitraceinvestigations.com

Company: Legal Errands, Inc.
City: Prospect Park
State: Pennsylvania
Category: Associate Individual
Email: jdonovan@legallerrands.com

Name: Stephen Schneider
Company: DocuCents
City: Corvina
State: California
Category: Vendor
Email: stephen@schneideremail.com

Name: Alex Bell
Company: SERVICES UNLIMITED INT'L LLC.
City: Palmdale
State: California
Category: Active Individual
Email: info@unltdservintl.com

Name: David Gonzalez
Company: Affirm Investigative Solutions LLC
City: Irvine
State: CA
Category: Active Individual
Email: affirminvestigativesolutions@gmail.com

Company: Chicagoland Detective Services
City: Chicago
State: Illinois
Category: Associate Individual
Email: falconpi@aol.com

Name: Victor Moreno
Company: VM Process Serving
City: Visalia
State: California
Category: Active Individual
Email: vmprocessserving@gmail.com

Name: Rolanda Breaux
Company: ServeMax, Inc.
City: Ontario
State: California
Category: Active Individual
Email: rb@servemax.org

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