

# Stare Decisis

*Following the Primerus Ideals*

**P** Primerus

August 2015 Stare Decisis - A Publication of the Primerus Young Lawyers Section

## Chair Column



**James Whalen, Esq.**  
**Lipe Lyons Murphy Nahrstadt &  
Pontikis, Ltd.**  
**Chicago, Illinois**

Thanks to the hard work of too-many-to-name Young Lawyers Section members and Primerus staff over the past five years, I am proud to say that the YLS is poised reach new heights in 2015-2016 and I am humbled that is my responsibility to lead the organization for the coming year. I begin my tenure as the chair of the Young Lawyer's Executive Committee riding the momentum of our most successful YLS Boot Camp to date, held in San Diego in March 2015. [Full Article](#)

## Words to the Wise



**Emily Campbell, Esq. &  
Linda Hazelton**  
**Dunlap Codding**  
**Oklahoma City, Oklahoma**

We recently interviewed four Primerus members from diverse firms-Ashley Belleau from Montgomery Barnett (Louisiana), Felipe Chapula from Cacheaux Cavazos & Newton (Mexico), Robin Lewis from Mandelbaum Salsburg (New Jersey), and Reinier Russell from Russell Advocaten (Netherlands). Despite the broad range of their experiences, practice areas, and geographies, some surprising commonalities emerged. We explored themes including honesty, connectivity (don't burn bridges!), responsibility, teamwork, and self-knowledge.

[Full Article](#)

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## YLS Member Spotlight



**Amber B. Glidewell, Esq.**  
**Roe Cassidy Coates & Price, P.A.**  
**Greenville, South Carolina**

Amber B. Glidewell is a partner with Roe Cassidy Coates & Price, P.A. in Greenville, South Carolina. Amber represents banks and other lending institutions in connection with non-performing loans, including judicial foreclosures and restructuring of distressed loans. She represents both borrowers and lenders in commercial real estate transactions and also handles residential real estate transactions and business transactions. Amber joined Roe Cassidy Coates & Price, P.A. in 2007 after serving for two years as Judicial Law Clerk for the Honorable D. Garrison Hill, State Circuit Court Judge for the Thirteenth Judicial Circuit, Greenville, South Carolina.

### **What do you find most rewarding about practicing law?**

My practice is largely transactional with an emphasis on real estate. Greenville has been recognized as one of the ten fastest growing U.S. cities. I take pride in helping clients build and grow our community. I also enjoy problem-solving. Conquering new challenges for clients is not only mentally stimulating, but also gratifying.

[Full Article](#)

## Legal Research Resources to Make Your Life Easier



**Jennifer M. Paine, Esq.**  
**Cardelli Lanfear**  
**Royal Oak, Michigan**

There has got to be a better way to do this! Sound familiar? If you are like most of us attorneys, you have uttered this to yourself, or at your computer, or at the stack of legal research you printed to read, and probably all of the above. There's a lot to read, and research seems endless, sometimes at your client's expense. Efficiency feels like an elusive goal when you are Googling the correct address for a cell phone subpoena agent or scouring medical records for the actual name, not the chicken-scratch signature, of the doctor who treated plaintiff.

In the quest to keep costs manageable for clients while delivering them quality work, efficiency and

[Primerus Membership Directory - Spring 2015](#)

[A Survey of The Law of Non-Contractual Indemnity and Contribution Compendium - Updated April 2015](#)

## YLS Newsletter Committee

### **Emily Campbell**

Chair - Dunlap Coddling (Oklahoma City, OK)

### **Ericka Ackeret**

Buchman Provine Brothers Smith (Walnut Creek, CA)

### **Lisa Okasinski**

Demorest Law Firm (Royal Oak, MI)

### **William Medlin, IV**

Horack Talley Pharr & Lowndes (Charlotte, NC)

## Submissions

### **To Submit Articles**

The Newsletter Committee encourages all YLS members to submit articles, news, and information of interest for subsequent issues. All submissions should be emailed in Word format to [Emily Campbell](#).

thoroughness do not always coordinate, or so we think. How many times have you wondered, for example, whether an extra hour researching a particular legal issue would yield some case law on all fours with your case, or that you have missed some key statute your opponent inevitably already knows about, or worse? On the other hand, are you wasting your client's time and money with additional research, clicking around on your computer screen seeking out answers that may not exist?

[Full Article](#)

### A Warning to Investors in Florida: Superior Liens Survive Foreclosure Sales



**Eric A. Cruz, Esq.**  
**Bivins & Hemenway, P.A.**  
**Tampa, Florida**

In the last few years, a large number of real estate investors have flooded the real estate market in the State of Florida in attempts to take advantage of a slowly improving real estate market.

Although some of the major players in local real estate investments are groups of foreign investors, often investing through large corporate investor groups, many individuals have decided to give real estate investments a try as well.

A popular method of purchasing investment properties at a very low price is to do so at a foreclosure auction sale. Although properties may be purchased at extremely low prices at foreclosure auctions in Florida, extreme care must be taken when doing so. When purchasing a property in foreclosure, the local clerk of court will issue a certificate of title, therefore evidencing the winning bidder's title to the property. However, this certificate does not include the warranties normally included when purchasing a property from a third party and receiving a warranty deed.

[Full Article](#)

### Are You Ready for the Chance of a Lifetime? Developing Your Elevator Pitch



**Brenda Stewart**  
**Stewart Marketing & Consulting**  
**Clinton, South Carolina**

Picture this. The elevator door opens and there stands the CEO of a major business located in your building. This

person is someone you have dreamed of meeting and, even better, representing! He or she asks you, "So what do you do?" You have just been asked the million dollar question. Now what? Are you prepared to respond - what will you say?

This may be a once in a lifetime opportunity to make a positive impression with a greatly desired potential client. Hopefully, you have a well-crafted elevator pitch to respond to their question. If not, you should develop one. Every attorney should have an elevator pitch.

[Full Article](#)

### Quick Tips - Primerus Attorneys Tell Us What Makes Their Office A Better Place to Be



**Lisa M. Okasinski, Esq.**  
**Demorest Law Firm, PLLC**  
**Royal Oak, Michigan**

As attorneys, we spend a lot of time in our offices. It, therefore, is important to make our offices as comfortable as possible so that we want to spend time in them and be productive in them. One of the ways we can make our offices better places to spend 8 hours a day (or likely more) is to keep items in them that help to keep us motivated, reduce stress, and make us more productive. These items can be anything from a comfortable chair, to a picture of our family, to a card from a client. For me, it is having a photograph from the amazing city in which I live (Detroit) and a drawer full of Keurig pods.

[Full Article](#)

### Important Dates to Remember

**October 1-4, 2015 - [Primerus Global Conference](#)**  
Radisson Blu - Amsterdam, Netherlands

**October 18-21, 2015 - [Association of Corporate Counsel Annual Meeting](#)**

John B. Hynes Veterans Memorial Convention Center  
Boston, Massachusetts

*\*Primerus will be a corporate sponsor*

**October 22-23, 2015 - [Primerus Defense Institute Insurance Coverage & Bad Faith Seminar](#)**

New York Marriott Downtown Hotel - New York, New York

**January 15, 2016 - Western Regional Meeting**  
Seattle, Washington

**February 24-27, 2016 - Primerus Personal Injury Institute Winter Conference**

Delray Beach Marriott - Delray Beach, Florida

**March 3-4, 2016 - Primerus Defense Institute  
Transportation Seminar**  
Las Vegas, Nevada

**March 16-18, 2016 - Young Lawyers Section Boot Camp**  
Orlando, Florida

**April 14-17, 2016 - Primerus Defense Institute  
Convocation**  
Napa, California



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