

Stare Decisis

Following the Primerus Ideals



March 2016 Stare Decisis - A Publication of the Primerus Young Lawyers Section

Chair Column



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

Dear current and future firm leaders,

Want to learn how to make existing clients happy? Want to prepare yourself to put your best foot forward when pursuing new prospective clients? Want to hear the do's and don'ts directly from clients and in-house counsel?

Fortunately for you, the highlight of the YLS calendar year is just around the corner where those pressing questions will be answered, and where you might find a little light at the end of the dreary winter tunnel. This year's ray of sunlight comes to you from Orlando, Florida, where the YLS annual Boot Camp will convene on March 16th, 2016.

Building on the momentum of several successful Boot Camps in a row, the YLS and Primerus leadership have developed unique and unrivaled educational programming, client interaction, and networking opportunities clamored for by attendees and Primerus firm leadership. In recent years, the boot camps have focused on marketing and other aspects of client development, with overwhelmingly positive feedback. This year, we continue in that theme with a twist. The theme of this year's Boot Camp is client service.

In our practice, there is little more valuable than our reputation. No lawyer, no matter how successful, should ever take his or her client relationships for granted, because his or her reputation and success often depends on how the lawyer's own clients view him or her. One critical component to solidifying your reputation with your client as a go-to attorney is by providing exceptional service, beyond merely performing excellent work.

This Boot Camp will offer guidance to future firm leaders about how to provide exceptional service to our clients. As current firm leaders

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know, these skills can be critical to retaining clients, growing existing client relationships, and developing a word-of-mouth reputation that helps firms get a leg up to develop relationships with new clients. As young lawyers, we are tasked with tremendous responsibilities and tremendous opportunities. We are expected to become masters of our craft as well as develop a client base. At the Boot Camp, in-house counsel and Primerus firm leaders will provide up-and-coming lawyers with a valuable set of tools and insight not readily available to most young attorneys. The agenda set out below speaks for itself in terms of the quality and importance of the programming and networking opportunities.

[Click to view the Boot Camp Agenda](#)

We hope that current firm leaders will see the value in investing in their leaders of tomorrow by sending their future firm leaders to Orlando.

We look forward to seeing you in Florida.

Words to the Wise



Laura Daly, Esq.
Leman Solicitors
Dublin, Ireland

Taking my lead from Emily Campbell's and Linda Hazelton's article in our last edition, I am continuing on the YLS quest for inspiration and advice for young lawyers on how to succeed and thrive.

As a new member to the Primerus network in Ireland, I want to highlight the international reach of the Primerus network and the wealth of experience and wisdom it has to offer. I recently interviewed three Primerus members from diverse firms - Dr. Zsolt Füsthy, Partner at Füsthy & Mányai Law Office, Budapest, Hungary; John Mullins, Partner at Mullins Lawyers, Brisbane, Australia and Dr. John Refalo, Partner at Refalo & Zammit Pace Advocates, Valetta, Malta.

[Full Article](#)

YLS Member Spotlight



Jonah Lock, Esq.
The Sader Law Firm
Kansas City, Missouri

Jonah Lock was born in the Kansas City area and was raised in Stanley, Kansas. After graduating from Blue Valley High School in 2000, he attended the University of Kansas where he earned his Bachelor's degree in 2004. Afterward, he attended the University of Missouri-Kansas City School of Law and obtained his law degree in 2007. During law school, Jonah had the privilege of clerking for the judges of the 29th Judicial District Court of Wyandotte County, Kansas. After law school, Jonah performed pro-bono volunteer attorney work for Kansas Legal Services. He then entered the private sector working for law firms in Kansas City, Missouri, and Overland Park, Kansas, primarily in the areas of civil litigation and bankruptcy.

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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](#).

Jonah joined The Sader Law Firm in 2014, where he focuses his practice on consumer and business bankruptcy, commercial litigation and commercial landlord-tenant law. Jonah also represents many large local real estate companies in the Kansas City metropolitan area, assisting with all aspects of their transactional and litigation needs. Jonah has litigation experience in numerous Kansas and Missouri county courts and area bankruptcy courts. Jonah is passionate about his cases and takes a practical approach to the law by working as a team with his client to achieve positive results.

In his free time, Jonah enjoys coaching youth soccer and fruitlessly attempting to create the perfect smoked brisket, pulled pork and rib recipes. [Read More](#)

2016 YLS Boot Camp Quotes from Faculty Members

Mark Warzecha - Widerman Malek, P.L. (Melbourne, FL)

"The 2016 YLS Boot Camp will provide an interactive learning atmosphere to discuss the topic of client service". A topic that, unfortunately, is not taught in law school and not addressed enough in the real world. I would encourage all supervising attorneys to send their up and coming associates to learn about and discuss the multi-faceted topics related to providing exceptional client service."

Bradley Nahrstadt - Lipe Lyons Murphy Nahrstadt & Pontikis, Ltd. (Chicago, IL)

"It is vitally import for young lawyers to learn how to effectively deal with, interact and report to the clients that they service on a daily basis. Primerus recognizes the importance of instilling client service skills in our young lawyers and, as a result, the Young Lawyers Section has designed a two-day, hands-on seminar to teach and reinforce important client service skills. This remarkable program, taught by some of the most "seasoned" attorneys in Primerus, is just what your young lawyers need to become even more valuable assets to your firms. Make plans to send them today!"

Brian Wagner - Mateer & Harbert, P.A. (Orlando, FL)

"For a young lawyer learning how to practice law, there is an abundance of information on how to conduct legal research, how to handle themselves in a deposition or a courtroom or how to draft a document. What is lacking is training on how to deal with the personal side of the practice of law. Just as it is important for a lawyer to be skilled at their craft, it is important for a lawyer to know how to build a lasting relationship with a client. A major goal of this Bootcamp will be to teach young lawyers how to build a thriving law practice of their own through the development of those personal relationships."

Robert Bivins - Bivins & Hemenway, P.A. (Tampa, FL)

"The 2016 YLS Boot Camp in Orlando will provide attending young lawyers with a unique opportunity for real-time, small group, and one-on-one interaction with both their peers and in-house corporate counsel. With topics ranging from building a client base, forging lasting client relationships, better client communication, what clients do and don't want from counsel, and honing negotiation skills, the Boot Camp can play a valuable role in developing well rounded young lawyers. The event is a low-cost training investment for participating firms."

Top Ten Mistakes Made by Commercial Landlords When Dealing with Defaulting Tenants



Jonah W. Lock, Esq.
Sader Law Firm, LLC
Kansas City, Missouri

This list summarizes some of the most common errors made by commercial Landlords and their property managers when they find themselves dealing with a defaulting Tenant. [Read More.](#)

Quick Tips - Client Relationship Management



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

Client Relationship Management (CRM) software is becoming more and more prevalent in all types of businesses, including law firms. You may be using a CRM program and not even know it!

At their core, these programs allow you to store and manage client contact information. In addition, they also provide the users with the ability to stay in touch through scheduled phone calls, correspondence, meetings and other activities. In addition, some CRM programs provide a wide array of other beneficial services.

[Full Article](#)

Upcoming Events

March 3-4, 2016 - [Primerus Defense Institute Transportation Seminar](#)
Las Vegas, Nevada

March 16-18, 2016 - [Primerus Young Lawyers Section Client Service Boot Camp](#)
Orlando, Florida

March 17, 2016 - [2016 Primerus EMEA/Association of Corporate Counsel Europe Seminar](#)
Zurich, Switzerland

April 14-17, 2016 - [Primerus Defense Institute Convocation](#)
Napa, California

May 4-5, 2016 - Primerus Business Law Institute Members Only Meeting
New Orleans, Louisiana

May 6, 2016 - South Central Regional Meeting
New Orleans, Louisiana

May 20, 2016 - Northeast Regional Meeting
Boston, Massachusetts

May 22-24, 2016 - Association of Corporate Counsel (ACC) Europe Annual Meeting

Rome, Italy

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June 3, 2016 - Southeast Regional Meeting

Raleigh, North Carolina

June 10, 2016 - Midwest Regional Meeting

Pittsburgh, Pennsylvania

**July 14-16, 2016 - Primerus EMEA Conference & ACC
Europe Seminar**

Hamburg, Germany

September 8, 2016 - Primerus/ACC Europe Seminar

London, England

October 13-16, 2016 - Primerus Global Conference

Washington, DC

**October 16-19, 2016 - Association of Corporate Counsel
(ACC) Annual Meeting**

San Francisco, California

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