

COMMENTS FROM THE PRESIDENT



I have Bill Cooke to thank. He nudged me onto the leadership path in the Greensboro Bar Association. It was a sunny Saturday, September 12, 2009. The bar association was building its sixth Habitat House. I was taking a break from hammering, and I found myself having a cordial chat with Bill and former Chief Justice Henry Frye. Bill was President of the GBA then,

and Justice Frye was there inspiring us all. The three of us were marveling at the beehive-like activity around the construction site. I must have said something to catch Bill's attention because the following Monday, Bill called me and asked me to chair the GBA's community involvement committee. What to do? I had been a member of the GBA since 1989, when my senior partner Dan Fouts of Adams Kleemeier Hagan Hannah & Fouts had commanded our attendance. But my commitment to the cause had dropped off precipitously over the years, before and after we became Nexsen Pruet in 2004. My energies had been focused on many other areas but not on the GBA. I was impressed with Bill's enthusiasm and intrigued by his request. I mulled it over with my wife Tomi and my long-time friend Judge Robbie Hassell. I decided it was time to give back to the bar. A few days later, I told Bill I would be glad to do it. The rest is history.

Fast forward to today. I truly feel honored to serve as your President. I have had great presidential role models since getting involved – Bill (2009), Ed Winslow (2010), Bob Douglas (2011), John Morgan (2012), and Vance Barron (2013). I have some big shoes to fill indeed. When we learned last year that our office administrator Chris Gumbiner was retiring at the end of Vance's term, I took a big gulp. But fortunately, we have been blessed with a very capable and dedicated new office administrator, Diane Lowe, and I am a happy camper.

I am also blessed to have an outstanding board of directors and solid group of committee chairs. Our first board meeting is Wednesday, September 10, and first membership dinner meeting is Thursday, September 18. [See the list of leaders, their contact information, and board meeting dates on the next pages of the newsletter.] We are planning an exciting year ahead. Here is a sampling of what to expect.

Of course, we will see you at our monthly membership meetings where we will socialize, break bread together, and hear some good presentations. [See the list of dates, locations and times of our meetings on the next pages.] One item on the agenda for the Sept. 18 meeting is the recognition of our members who are receiving certificates of appreciation for their pro bono work and membership in the Herb Falk Society.

Next up will be the Bridge-the-Gap program, Swearing-In Ceremony, and reception afterwards. The date is set for October 10th. The Young Lawyers Division of the GBA, led by its president Stephen Russell, is organizing the effort to introduce new lawyers to the ins and outs of the county courthouse (Bridge-the-Gap program), help them become admitted to the state and federal courts in a Swearing-In Ceremony at the courthouse, and have a reception afterwards.

We will be having a Volunteer Day on October 25. Our community involvement committee, with Polly Sizemore and Craig Hansel as co-chairs, is planning a Volunteer Day for Saturday, October 25. The idea is to have three different types of projects our members could volunteer for that day. One is landscaping/clean-up of an outdoor classroom at Irving Park Elementary School. Another is helping to repair a low-income home under the guidance of Greensboro Housing Solutions. The third is soon to be determined. We may even have a lunch picnic gathering afterwards at a central location, for some burgers and BBQ.

We have an unusual exciting CLE on October 24. The colloquium/CLE committee, led by Abigail Peoples, is collaborating with the Triad Retirement Living Association on a program entitled *Interprofessional Elder Abuse Awareness*. Occurring on Friday, October 24, the program offers free 3-hour CLE credit for lawyers, the GBA is a sponsor, and the speaker is Paul Greenwood, a San Diego deputy district attorney prosecutor of elder abuse. [See the details later in this newsletter]

The annual holiday party in December, organized by Parrish Peddrick, is likely to occur again at the Elon Law School. The health and wellness committee, chaired by Emma Merritt and Martha Peddrick, is thinking of an activity to help our members stay healthy. Another Legal Aid Fundraiser will be on tap in March or February 2015. The annual 3-hour CLE will happen in February. And there will be other events and activities as well. Hold on for the ride, and have fun!

Jim Bryan

President of the Greensboro Bar Association

YOUNG LAWYERS SECTION PLANS ACTIVE YEAR



Steve Russell is the President of the Young Lawyers Section, and practices at Turning Point Litigation.

The Young Lawyers Section is planning a full year of events for 2014-15. The first event, and one of our most important, is the swearing-in ceremony for new attorneys. In past years, we have held the event in October, with a joint session of the North Carolina Superior Court and United States District Court, followed by a reception. The date is set for October 10 but planning continues, so please keep your eyes open for more information. If you have any questions, contact Steve Russell, YLS President, at 336-645-3323 or russell@turningpointlit.com.

Throughout the year, YLS will organize a number of social events and service projects for its members. We strive to support, and to expose our members to, a number of worthy causes in this community, such as Habitat for Humanity and Urban Ministry. At the same time, we encourage the formation of professional and social relationships amongst our members and with the local bar as a whole. Our purpose is "to stimulate the interest of young lawyer to carry on activities which will be of assistance to young lawyers in the practice of law, and to promote the public welfare and the administration of justice."

All members in good standing of the Greensboro Bar Association who are younger than 36 or who have been admitted to practice law in North Carolina for less than three years are eligible to join YLS. If you or a colleague would like to join, please contact Steve Russell. Just as importantly, if you meet a newly-licensed or newly-arrived lawyer in town, be sure to mention YLS and the Greensboro Bar Association to them. We would like to be among the first to welcome them to Greensboro.

MEMBERSHIP DIRECTORY GOING LIVE ON WEBSITE OF GREENSBORO BAR ASSOCIATION

At long last, the website of the Greensboro Bar Association is ready to go live with the membership directory information on each member. The launch date will be Monday, September 8, 2014. We thank our website consultant Matt Covington and board members Damon Duncan and Nick Bakatsias for their good work over the past months. Attached is a generic member profile, which shows the kind of information that is to appear on the website concerning each of you. There will only be a photograph of you if you already sent us one or if your photograph appeared in the 2009 membership directory. We are excited about this new feature to the website.



If you do not want some or all of the information about you posted on the website (or you want to send us a new photograph), please let us know by Friday, September 5, 2014, and we will make sure the information is removed or photograph is replaced. Please send your e-mail to Diane Lowe (378-0300) at jd18gba@greensborobar.org with Membership Edit in the subject line.

WAYNE HARRISON

Past Greensboro Bar Association member A. Wayne Harrison passed away on August 6, 2014. Wayne, a Renaissance man, was an avid golfer, fisherman, photographer, painter, motocross racer, historian, championship trap shooter, and devoted follower of UNC athletics. Born on January 25, 1942 in Salisbury, Wayne was raised in Gold Hill and High Point, where he graduated from High Point High in 1959. He attended the University of North Carolina at Chapel Hill, Class of 1963, was a member of Sigma Chi fraternity, and a member of the UNC Golf Team. In 1969, he graduated from the UNC School of Law and began his practice in Greensboro. Wayne was a distinguished defense attorney, specializing in Fourth Amendment law.



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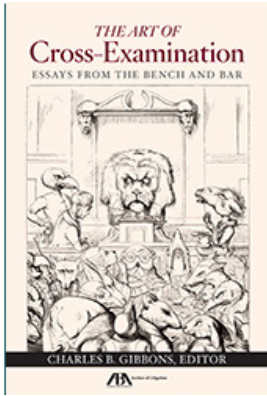
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NEW BOOK FROM THE ABA ON THE ART OF CROSS-EXAMINATION



GBA member Vance Barron has two articles in the American Bar Association's new book, *The Art of Cross-Examination (Essays from the Bench and Bar)*, edited by Charles B. Gibbons. The book is an anthology of nineteen articles from forty years' of the journal *Litigation*. Other authors include Irving Younger, Terence McCarthy, James W. McElhane, and Scott Turow.

One article by Barron is "A Probing View of Cross-Examination," which discusses how the probing technique of open-ended questions may be used in lieu of the traditional leading questions. The other article, "The Poisoned Question," explores the use of certain kinds of loaded questions to reflect badly on the witness. Both articles use examples from historic cases, some of them notorious.

The following is an excerpt from "The Poisoned Question":

Do You Have a Double Standard?

Joseph Jamail had a coherent story to tell the jury in the case of *Pennzoil v. Texaco*, which resulted in the largest verdict in a tort case in history. He told them that Texaco had "stolen" Getty Oil Company from Pennzoil by inducing Getty to break its oral agreement to sell the company to Pennzoil. Jamail also portrayed the case as a conflict between the morals of Texas, where a man's word is his bond, and the morals of Wall Street, where anything goes (if there is enough money in it). Is it necessary to add that the case was brought and tried in Texas?

One of the high points of the case was Jamail's cross-examination of Texaco's Wall Street lawyer, Marty Lipton, one of the nation's premier legal experts in mergers and acquisitions. Jamail easily

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WARD BLACK LAW ATTORNEY AFI JOHNSON-PARRIS ELECTED TO NCBA BOARD OF GOVERNORS



Afi Johnson-Parris practices divorce and family law and veterans disability with Ward Black Law in Greensboro, North Carolina.

The North Carolina Bar Association elected new vice presidents and board members on Saturday, June 21, at the 2014 Annual Meeting in Wilmington. The newly elected NCBA Board of Governors members for 2014-15 will begin serving their terms immediately, with vice presidents elected for one and two year terms, and board members serving three-year terms.

Ward Black Law attorney Afi Johnson-Parris was among seven prominent attorneys elected to three-year terms on the NCBA Board of Governors. Johnson-Parris left a sole proprietorship to join Ward Black Law in 2013, and has previously practiced with Smith Moore Leatherwood and Kilpatrick Stockton. She is a graduate of the University of Miami and the University of Virginia School of Law, and also holds an MBA from the University of Phoenix-Southern Colorado campus.

Johnson-Parris, a Family Law specialist and a U.S. Air Force veteran, also practices veterans disability law at Ward Black Law. Afi anticipates that her term with the NCBA Board of Governors will be an opportunity to impact change for the greater good throughout the state. Having previously served several NCBA committees as chairperson and member, she possesses experience at a variety of levels, and joining the Board of

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SAVE THE DATE FOR OCTOBER 24 CLE

Greensboro Bar Association is sponsoring a free CLE on Friday October 24, 2014 from 9 a.m. until noon. The CLE will feature Paul Greenwood, a Deputy District Attorney in San Diego County California, who is an internationally recognized expert on prosecution of elder abuse. His collaborative interprofessional efforts have led one of the most successful elder abuse prosecution rates in the country. As a speaker, one of Mr. Greenwood's particular focuses is in bringing together various stakeholders in a community to instruct and inspire them to work together to close the net on elder abuse perpetrators. Mr. Greenwood invites prosecutors and private attorneys; law enforcement; adult protective service and other social service caseworkers; home health aides; bank employees, accountants, financial advisers, and other financial professionals; social workers; doctors and other medical professionals, first

responders, and more to hear his message. This CLE is planned as an interprofessional event in conjunction with the Triad Retirement Living Association (TRLA), Elon University School of Law's Elder Law Clinic, UNCG's Gerontology Program, and the City of Greensboro. The event will be held at UNCG's Elliot University Center. Advance Registration is strongly recommended and will be available on TRLA's website (www.trla.info/paulgreenwood) beginning in September.



GENERATIONAL DIFFERENCES: 5 Tips for Effective Communication

For the first time in American history, we have four different generations working together. Generational differences affect every aspect of work from recruiting new employees to building effective teams. Our communication skills are being tested with so many different generations competing to speak and be heard.

Who are the players?

1. Traditionalists were born from 1900 – 1945. They value patriotism, loyalty, hard work and respect. They have a “top down” approach to management. They lived through World War I, World War II and the Great Depression and were greatly influenced by these major events. Their names appear on the doors of many of the law firms across our state.
2. Baby Boomers were born from 1946 – 1964 and make up the majority of partners in law firms today. Boomers are competitive, idealistic and optimistic. Boomers plan to keep working as long as they can be productive.
3. Generation Xers were born from 1965 – 1980. They are skeptical, independent and resourceful. The divorce rate tripled during their generation and both their parents worked earning them the moniker “latchkey kids.” They often distrust the permanence of institutional or personal relationships. Many Gen Xers are today’s supervising attorneys.
4. Millennials were born from 1981 – 1999 and are the majority of young lawyers and law students today. Millennials are realistic, confident and appreciate diversity. Millennials feel empowered to take positive action when things go wrong – this is an excellent trait for a young professional in a client service driven profession. Parents of Millennials included them in the day-to-day negotiations at home, so Millennials expect as much from the office. This can lead to challenges as Traditionalists and Boomers often lead their teams with a “need to know” mentality rather than inviting all team members to participate in the discussion.

Given the potential for conflict based on these generational gaps, here are 5 tips to help you maneuver through these challenges.

Where is your sense of tradition? Traditionalists and Boomers value tradition. They are proud of the law firms they built. They also experience conflict with the many changes that have happened in the legal profession. They are particularly troubled by the idea that the practice of law is viewed as a business rather than a profession.

As a result, they often feel Millennials have no sense of tradition or respect for the ways things have always been done.

Solution: Millennials, honor the past by acknowledging that many things about the law do not change quickly. If you understand the resistance, it may help you develop better language to share your new ideas. Rather than focusing on the fact that “everyone” is using the new tools or the financial benefits, you may also want to focus on how efficiencies better serve clients. Traditionalists and Boomers, remember that financially sound business decisions today provide that the firm will be around for generations to come.

Get Out of Our Way. Millennials are confident and are ready to take action. Millennials often express this in an attitude that says “tell us our goals and get out of our way.” This is reflected in the popular style of mentoring often requested by Millennials – situational mentoring. Boomers were the recipient of traditional mentoring that included hands-on training, shadowing partners in client meetings and the courtroom, participating in long lunches to hear war stories and many introductions to the pillars of the local bar.

Solution: Millennials will benefit from listening and learning. There is a good chance you will not get all of the mentoring opportunities that were available to the last generation of lawyers, but take every

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POTTER’S HOUSE VOLUNTEERS RECOGNIZED

The Community Involvement Committee of Greensboro Bar Association acknowledges and appreciates the following members who have volunteered their time by serving meals to our homeless neighbors at Greensboro Urban Ministry’s Potter’s House on the third Sunday of each month since 2010. The current co-chairs of the Community Involvement Committee, Craig Hensel and Polly Sizemore, are in need of volunteers on the following dates: September 21, October 19, November 16, and December 21. Anyone who is interested in being one of the five volunteers for any of these days, please contact Craig Hensel at craig.hensel@hensellaw.com.

Tasha Agroso	Ken Keller
Carole Albright	Shelley Lowe
Judge Stuart Albright	Emily Meister
Kristy Andraus	David Meschan
Keith Black	John Morgan
Jim Bryan	Peter O’Connell
Margaret Burnham	Jeff Oleynik
Tom Carruthers	Wendall Ott
Stacy Chavis	Camille Payton
Gerry Chapman	Reid Phillips
Sabrina Clark	Erin Reis
Bill Cooke	Sara Reitzel
Clara Cottrell	Jennifer Reutter
Melanie Crenshaw	Joe Ritter
Michele Cybulski	Sarah Roane
Damon Duncan	Rossabi Black Slaughter
Melissa Duncan	Polly Sizemore
Bob Douglas	David Shelton
Amanda Feder	Michelle Smith
Nikki Feliciano	Barbara Stewart
Henry Frye, Sr.	Frank Sutherland
Kathleen Gleason	Jenny Sweet
Allison Grimm	Michael Taliercio
Lynn Gullick	Joyce Terres
Richard Hall III	Guinevere Thompson
Richard Hall Jr.	Dean Turman
Jack Harrington	Theodora Vapolis
Terry Harris	Ruchadina Waddell
Eloise Hassell	Jamiah Waterman
Judge Robbie Hassell	Sam West
Craig Hensel	Mike Yarborough
Tom Kane	

JOHNSON-PARRIS ELECTED TO NCBA BOARD Continued from page 3

Governors will allow her to spread insight and improve the quality of legal representation for citizens across North Carolina.

Johnson-Parris previously served as chair of the NCBA’s Law Practice Management Section and has provided board leadership to Carolina Field of Honor at Triad Park, First Citizens Bank, the Greensboro Bar Association, ABA Law Practice Management Section Women Rainmakers, YWCA, Guilford Coalition on Adolescent Pregnancy and Junior League of Greensboro.

Other new board members elected include Robert W. Allen of Charlotte, Steven B. Epstein of Raleigh, C. Mark Holt of Raleigh, Daniel A. Merlin of Charlotte, Patti W. Ramseur of Greensboro, and Lloyd C. Smith, Jr., of Windsor.

NC LAMP CLE/CPE: NC National Guard Joint Force Headquarters

Continuing legal education hosted by NC National Guard in cooperation with the NC State Bar Committee on Legal Assistance for Military Personnel (NC LAMP)

WHO: The agenda is geared towards military and civilian attorneys, paralegals, and legal assistants, who provide military legal assistance.

WHAT: Courses include Servicemembers Civil Relief Act, child custody/visitation, military pension division, landlord/tenant issues, small claims court, ethics, substance abuse/mental health, dependent support regulations, casualty issues, special victims' counsel, the Survivor Benefit Plan, and consumer law. 10 hours general CLE; 1 hour substance abuse/mental health awareness; and 1 hour professional responsibility/ethics submitted for approval by the NC State Bar.

WHEN: Thursday - Friday, September 18 and 19, 2014.

WHERE: NCNG HQ, 1636 Gold Star Drive, Raleigh, NC 27067.

Please identify yourself as attending the "LAMP CLE" at the security gate.

HOW: Registration - Complete and submit the form below, along with a check for \$125 (early bird rate, check to be received on or before September 1) or \$150 (after September 1). The registration form and check, which covers both the conference fee and any applicable NC State Bar CLE fee, should be made payable to "NC State Bar" and mailed to:

Laura Forrest
Hedrick, Garner, Kincheloe, and Garofalo, LLP
4011 Westchase Blvd, Suite 300
Raleigh, NC 27607
Contact info: Lforrest@hedrickgardner.com / (919) 719-3728

Application and checks must be received by September 15, 2014

Cost: Department of Defense Attendees* FREE
Military Retirees* FREE
Civilian Attendees \$150
(\$125 if application & check received on or before 9/1/14)

**DoD attendees and retired military may attend the conference free of charge; however, those DoD attendees or retired military service members that want NC State Bar CLE credit must provide a check in the amount of \$3.00 per CLE credit hour requested. For example, if attending the entire program of 12 CLE credits, the check amount for credit hours is \$36.00. Make all checks payable to "NC State Bar." NO REFUNDS WILL BE PROVIDED.*

Materials: Speaker outlines and slides will be posted to www.nclamp.gov. Paper copies will not be provided at the conference. While the materials will be posted at the earliest opportunity, it is likely that they will not be posted until a few days prior to the conference.

Program Agenda

(Individual class times subject to change)

Thursday 18 September 2014

0815-0845	Registration	
0845-0900	Introductory remarks	
0900-1000	Servicemember Civil Relief Act	Mark Sullivan
1000-1100	Military Pension Division	Mark Sullivan
1100-1115	Break	
1115-1215	Landlord / Tenant Issues	George Humphrey
1215-1315	Lunch on your own	
1315-1415	Small Claims Court	George Humphrey
1415-1515	Legal Ethics	Nicole McLaughlin
1515-1600	Break	
1600-1700	Substance abuse	Robert Nunley

Friday, 19 September 2014

0900-1000	Dependent Support Regulations	Archer Joiner-Avon
1000-1100	Casualty/Probate Issues	Marie Joiner-Avon
1100-1115	Break	
1115-1215	Victim Legal Counsel	Maj Cloninger Maj Valentine
1215-1315	Lunch on your own	
1315-1415	Child Custody Issues	Shelby Benton
1415-1515	Survivor Benefit Plan	Roy Ells
1515-1600	Break	
1600-1700	Military Consumer Issues	Michael Archer

REGISTRATION CONTINUING LEGAL EDUCATION
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SEPTEMBER 18 & 19, 2014

Name: _____
Address: _____
Telephone Number: _____
Email Address: _____
Date: _____
NC State Bar # (if applicable) _____
Department of Defense attorney or paralegal? Yes No (Circle One)
Do you have a Department of defense vehicle decal? Yes No (Circle One)
CLE Credit Required? Yes No (Circle One)

Civilian cost for CLE Conference: \$125 if received on or before September 1, 2014
\$150 if received after September 1, 2014
Application & fees must be received by September 15

Amount enclosed for CLE Conference Fee: _____
(Also covers any applicable NC State Bar CLE Fee)

DoD personnel / military retirees only:
Amount enclosed for NC State Bar CLE Fee: _____

Make all checks payable to "NC State Bar."
Mail application and checks to: Laura Forrest
Hedrick, Garner, Kincheloe, and Garofalo, LLP
4011 Westchase Blvd, Suite 300
Raleigh, NC 27607

NO REFUNDS WILL BE PROVIDED

10 Ways to Get Your Business Development Efforts Working



(Reprinted from Tom's [LegalMarketingBlog.com](#) dated August 7, 2014)

By Tom Kane

Read a post on the Cordell Parvin Blog about the [reasons your client development efforts may not be working](#). I've heard lawyers complain over the years how they are doing "stuff," but nothing seems to happen.

I'll put a different twist on Parvin's post by suggesting 10 tips (using his thoughts) you can use to improve your business development efforts:

1. Do more than good work. Clients may not fully appreciate what the value of your work product is (most didn't go to law school after all). So, you need to let clients and potential clients know about you and your firm, and what you could do for them;
2. Prepare a plan. You need to prepare your very own personal, focused business development plan;
3. Implement the plan. Maybe it isn't fair you have to both sell and produce the work product. Well, that's life in the personal services business. Keep the pipeline fed, using the tools at your disposal or the work eventually will not be there (ask many partners let go by law firms). Look at [Kane's Top Ten Marketing Tips](#) on my blog for some ideas in getting started;
4. Educate clients vs. selling them. Nobody likes to be sold anyway. Personally, I sell myself, after being educated about the product or service, and why I should be interested in it. So, educate clients and prospects about the reasons and benefits of hiring you;
5. You need to be very focused. That is the reason for having a thought out plan you will implement. That doesn't mean you can't take work that comes over the transom, or change

it. But, don't lose sight of the plan. You can change it as long as part of a thoughtful refocusing process;

6. Be client-centric vs. self-centered. That begins with understanding the client's business, industry, and goals of the organization/client contacts. Clients have told me how frustrating it is to have to educate lawyers all the time about their business, and the context within which the legal issues come into play;
7. You need to raise your profile. Work on being more visible to your target audience through writing, speaking, and networking with trade groups, associations, or community organizations where your desired clients hang out;
8. Leave your comfort zone. It's easier to eat lunch at your desk rather than to implement your plan, particularly when you have billing pressures. But avoid taking the comfortable out. You need to stretch yourself and not forget the importance of the other half of your job;
9. Be a team player. Within your firm and with client contacts with whom you deal, look at your job as a joint team effort; and
10. Provide extraordinary service. Go above and beyond just good work. That is the minimum in today's competitive marketplace, which is vital today in the highly competitive market. Clients want more value so consider ways to give it to them.

Be positive, and look for ways that your business development efforts will work for you. Remember, [rainmakers don't get fired](#).

Tom Kane, a member of the Greensboro Bar Association and former NC Assistant Attorney General, has spent the past 28 years as an in-house legal marketer and consultant to law firms throughout the U.S. He is the author of [LegalMarketingBlog.com](#). He can be reached at (941) 227-8330.

GENERATIONAL DIFFERENCES Continued from page 4

opportunity to receive an introduction, to show up at the local diner to hang out with the "regulars" and to ask for advice.

Boomers, take a new lawyer to lunch. Participate in mentoring programs, but also be able to assist with situational mentoring if the opportunity arises and a young lawyer needs a solution quickly.

Honor Your Obligations. Understand the requirements of the job before you take it. If working long hours and weekends is expected, your Boomer Boss will frown upon you having an excuse that prevents you from working those hours.

Solution: Communicate proactively and make sure everyone has the same expectations. Millennials, meet all deadlines. Attend required and suggested work events and networking events.

Boomers, make clear your expectations with regard to client contact, billing time, face time in the office, and availability after hours. But also recognize that technology has forever changed the legal profession and be realistic in your expectations of face time.

Legal Writing. The most common complaint by Boomer Bosses about Millennials' substantive work skills is the lack of excellent writing skills. This skill is honed by practice.

Solution: Millennials, constantly strive to improve your writing. Learn from the edits and rewrites that your Boomer Boss makes to your drafts.

Boomers, clients and lay people complain about legalese. While excellent writing is a requirement, perhaps the tone of writing needs to be more client friendly.

Problem Solving. Ultimately lawyers get paid to resolve client problems. Learning how to analyze problems and search for solutions is a key in your development as an attorney.

Solution: Boomers, provide opportunities for your Millennials to listen in on negotiations. Talk with Millennials about possible solutions to client problems. Millennials, learn to listen to your client and understand what a "win" looks like for them.

Overcoming our stereotypes about generational differences will help us to communicate effectively.

Camille Stell is the Vice President of Client Services for Lawyers Mutual. Camille has more than 20 years of experience in the legal field. Contact Camille at camille@lawyersmutualinc.com or 800.662.8843.

led Lipton to adopt the opinion that no deal of that magnitude could be considered “final” until its terms were committed to writing—a proposition that most lawyers would tend to agree with, including those who practice on Main Street. Texaco contended that it was perfectly justified in making an upset bid for Getty because Pennzoil did not have a contract. Jamail, however, pressed Lipton hard to get him to say that Getty’s board could not have reached a final agreement with Pennzoil until the lawyers committed it to writing.

Q. Are you saying that two people cannot agree unless they hire a bunch of lawyers to tell them they’ve agreed?

A. I’m not saying that at all, Mr. Jamail. I’m saying that two people who are contemplating an agreement with respect to a ten-billion-dollar transaction would be awfully foolish to do it on the basis of an outline and the absence of an expert’s advice...

Q. **Mr. Lipton, are you saying that you have some distinction between just us ordinary people making contracts with each other, and whether or not it’s a ten-billion-dollar deal? Is there a different standard in your mind?**

A. Yes, indeed.

It was a good question, and a bad answer, because in the context of the case, it was an admission that Wall Street standards are different. One of the jurors was later quoted as saying, “At that point, my jaw just dropped.”

Additional information about the book can be obtained from the ABA web site, www.americanbar.org.

Greensboro Bar Association 2014-2015 Officers and Board of Directors

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Elementary School Project	Sarah Roane	332-6128	sarahroane@gmail.com	
Habitat	William O. Cooke, Jr.	272-4514	wocjr@bellsouth.net	272-4516
Health & Wellness	Martha T. Peddrick	574-9720	mpeddrick@jplegal.net	574-9734
	Emma Merritt	378-1431	emerritt@tuggleduggins.com	274-6590
Herb Falk Society	Daniel Koenig	333-7908	dkoenig@connorsmorgan.com	333-7910
History and Archives	Richmond Bernhardt	378-6963	ripbernhardt@aol.com	
	T. M. “Mark” Gaylord	273-1797	markgaylordlaw@gmail.com	273-5878
Holiday Party	Parrish L. Peddrick	370-4085	parrish.l.peddrick@wellsfargo.com	378-4100
Law Day	Jim Weeks	272-7272	lawyerweeks@aol.com	275-0999
Legal Aid Fundraiser	Chelsea Anderson	333-7907	canderson@connorsmorgan.com	333-7909
Meetings	Jim Bryan	387-5122	JBryan@nexsenpruet.com	387-8907
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Newsletter	Travis Martin	378-5277	travis.martin@smithmoorelaw.com	433-7483
Nominating	John R. Morgan	333-7907	jmorgan@connorsmorgan.com	333-7909
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Office				
Administrator	Diane Lowe	378-0300	jd18gba@greensborobar.org	378-0688

GREENSBORO BAR ASSOCIATION, INC.

2014 – 2015 MEETING DATES

GBA Board Meetings

All Board meetings will be held in Room 820 of the Self-Help Building, 122 North Elm Street, beginning at 4:00 PM.

2014 Meetings:

Wednesday, September 10
Tuesday, October 14
Tuesday, November 11
Tuesday, December 2

2015 Meetings:

Tuesday, January 13
Tuesday, February 10
Tuesday, March 10
Tuesday, April 14
Tuesday, May 12

GBA Member Meetings

2014 Meetings:

Thursday, September 18	5:30 PM	Starmount Forest Country Club
Thursday, October 16	5:30 PM	Starmount Forest Country Club
Thursday, November 20	12:30 PM	Empire Room
Holiday Party	TBD	Elon Law School

2015 Meetings:

Thursday, January 15	12:30 PM	Empire Room
Thursday, February 19	5:30 PM	Starmount Forest Country Club
Thursday, March 19	12:30 PM	Empire Room
Thursday, April 23	5:30 PM	Starmount Forest Country Club

The Greensboro Bar Association, Inc.
Post Office Box 1825
Greensboro, North Carolina 27402