

# THE GBA NEWS DOCKET

VOLUME 66, NUMBER 3; NOVEMBER 2016



Kenneth R. Keller,  
*President of the  
Greensboro Bar  
Association*

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## Message from the President

November will be a busy month with a Special Session of the Court of Appeals here in Greensboro, commemoration of the 50th anniversary of the creation of the District Court Division of the General Court of Justice, re-establishment of our local Fee Dispute Resolution Committee, and commencement of our Habitat for Humanity House project.

On November 30, together with the High Point Bar, we will host a Special Session of the North Carolina Court of Appeals to recognize our own recently appointed Judge Wendy Enochs. Members of the Bars, law students, and the general public are invited to attend. The session will be held in the old Superior Court Room (present Commissioners Room) of the Old Courthouse, beginning at 2:00 p.m. The three Judge Panel will hear formal arguments on two cases. Following arguments, the panel will take questions from those in attendance. There will be a social at 4:30 p.m.

The November 17 member meeting will be a joint meeting with the High Point Bar to commemorate the 50th anniversary of the creation of the District Court Division. Chief District Court Judge Jarrell and colleagues from the District Court Bench will present a program including valuable information to help us practice in their various courts.

I am pleased to report that we received a huge response to our request for volunteers to serve on the 18th Judicial District Bar Fee Dispute Resolution Committee. Typically, clients contact the State Bar on fee disputes either incident to a perceived grievance or after they receive from their attorney the written notice required by Rule 1.5(f) of the Revised Rules of Professional Conduct prior to initiating legal proceedings to collect a fee. If the State Bar feels the matter is appropriate for the Fee Dispute Resolution Process, the client's petition is forwarded to our local chair for further handling. Jeff Oleynik (336.271.3182; [joleynik@brookspierce.com](mailto:joleynik@brookspierce.com)) has agreed to chair the committee. Although fee disputes can be handled at either the State Bar or local level, a significant difference is that on the local level (in addition to free mediation), our committee is authorized to offer binding arbitration as an option if both parties agree.

Finally, we will be requesting financial contributions and commitments to help build our eighth Habitat for Humanity House. Bill Cooke (336.272.4514; [wocjr@bellsouth.net](mailto:wocjr@bellsouth.net)) and Nancy Ferguson (336.665.1314; [nancy.ferguson@ctt.com](mailto:nancy.ferguson@ctt.com)) have graciously agreed to co-chair these efforts. If you are willing to contribute, volunteer, handle sign-ups for your office or help solicit others to contribute and/or volunteer, please contact either Bill or Nancy. This is a great project that allows us a unique opportunity to develop relationships with members of our Bar who we would not otherwise work with, while at the same time benefiting the purchaser of the home and the community.

You can contribute news or topics of interest to the GBA by contacting Editor Doug Tsao:  
[dtsao@maccordmason.com](mailto:dtsao@maccordmason.com)

# SAVE THE DATE

PLEASE JOIN THE  
GUILFORD COUNTY ASSOCIATION OF BLACK LAWYERS  
FOR OUR

## *Inaugural Scholarship & Recognition Gala*

**SATURDAY NOVEMBER 5, 2016**

**COCKTAIL RECEPTION & DINNER**  
AT HALF-PAST SIX O'CLOCK IN THE EVENING

**BENNETT COLLEGE GLOBAL LEARNING CENTER**  
521 GORRELL STREET  
GREENSBORO, NC

### *Honoring*

*Justice Henry E. Frye, Lifetime Achievement Award*  
*Judge Teresa H. Vincent, Distinguished Advocate Award*  
*Justin N. Outling, Outstanding Young Lawyer Award*

*Black Tie Optional, Live Music & Dancing*

**Tickets \$55.00**

## LET'S GET SOCIAL!

Follow us on Facebook and stay up to date on all our volunteer and social events!



[GBA Young Lawyers Section](#)

[Greensboro Bar Association](#)

## NOVEMBER CALENDAR NOTES

- November 9** Board Meeting, 4:00 PM,  
Self Help Building
- November 9** Mix & Mingle, 5:30 PM,  
Joymongers Brewing Co.,  
576 N. Eugene Street
- November 17** Member Dinner, 5:30 PM,  
Starmount Forest CC
- November 20** Potter's House, 9:00 AM,  
305 W. Lee Street
- November 20** Submission Deadline  
for November Newsletter

[Click to keep up with GBA Events Online](#)  
[Click Here for Legal Community Posts](#)

## NEW MEMBERS

Approved on October 12, 2016

Rosetta Davidson  
City of Greensboro  
Endorsed by Jennifer P. Schneier

William F. Fong  
Hensel Law, PLLC  
Endorsed by Craig P. Hensel

William Andrew Kelly  
City of Greensboro  
Endorsed by Jennifer P. Schneier

Scottie Forbes Lee  
North Carolina Business Court  
Endorsed by James L. Gale

Christopher Joseph Rosette  
Tuggle Duggins, P.A.  
Endorsed by J. Nathan Duggins, III

## NOTICE

Submissions for consideration for the Greensboro Bar Association Newsletter should be made to [dtsao@maccordmason.com](mailto:dtsao@maccordmason.com). All written submissions should be made in Word format and should be in complete form, and any photographs should be submitted in jpeg format. Any photographs submitted should contain a caption identifying the person or persons in the photograph and, where applicable, other information necessary to understand the context of the photograph. Submissions made in other formats, including e-mail text submissions, may not be considered for publication.



Camille Stell

*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](mailto:camille@lawyersmutualinc.com) or 800.662.8843.*

# BUILDING A 21<sup>ST</sup> CENTURY LAW PRACTICE

On September 29, Duke Law School hosted North Carolina’s first Evolve Law Conference.

Evolve Law was co-founded by Mary Juetten and Jules Miller and bills itself as a community of entrepreneurs, law firms, attorneys, investors and academics working together to accelerate the adoption of new ideas and technology in the legal profession.

The program featured a series of Darwin Talks (five-minute thought leadership presentations) along with product pitches from North Carolina legal technology entrepreneurs presenting to a panel of judges Shark Tank style. Tom Boyle, owner and founder of TrustBooks, a trust accounting software platform designed and priced for solo and small firm practitioners, was the winner of the legal technology pitches.

I was excited to present a Darwin Talk on the topic of “Building a 21<sup>st</sup> Century Law Firm.” I’d like to share my remarks with you.

## 21<sup>ST</sup> CENTURY CHALLENGES

There are many challenges for 21<sup>st</sup> century law firms. Many of those challenges are beyond your control, such as increased costs and new methods of competition. But, not all of these things have to happen to you. You can be a part of the changing marketplace.

For example, Legal Zoom is a reality. Most lawyers bemoan Legal Zoom, then talk about how their firm can step in to clean up the mess when a client is hurt by a Legal Zoom product.

Legal Zoom isn’t going away. However, I believe many of the clients are ordinary people in your community who would hire you if you would do 4 simple things:

- Educate them about their legal needs
- Show them how you can provide solutions to meet those needs
- Market yourself so that they can find you
- Present them with pricing they can understand - NOT discount pricing just transparent pricing

## 21<sup>ST</sup> CENTURY LAWYERS WANT ...

Recently, we ran an interview in the Lawyers Mutual newsletter with associate Chelsea Chapman of [McIlveen Family Law Firm](#) located in Gastonia, North Carolina.

In talking with Chelsea, a millennial lawyer, we were able to see first-hand how managing attorney Angela McIlveen’s forward-thinking approach has set their firm apart as innovators in the industry. From their transparent management style to their collaborative work space—they are constantly finding ways to move their firm forward.

As Chelsea says, “Innovative thinking is necessary in order to run a successful business. I’m lucky to be part of a firm that not only embraces technology, but seeks out new ways to make our procedures as effective as possible for both employees and clients. In my experience, a firm that fails to pay attention to technology advances is just asking for a bar complaint. On my first day at McIlveen, I remember being completely in awe of how organized client’s electronic “files” were kept. Personally, I think lack of organization is a problem that many solo firms need to address if they want to stay in business. Additionally, I absolutely love my firm’s open office space. The layout of the office enhances productivity and cultivates energy. Working with a group of forward-thinkers makes me excited for the future of the legal world.”

## FIVE THINGS YOU CAN DO TODAY TO BUILD A LAW FIRM FOR THE FUTURE

1. **Start the conversation in your law firm** – with your Long Range Planning Committee or Strategic Planning Committee, or your Marketing / Business Development Committee. Invite Lawyers Mutual over to be a part of these conversations or have coffee with Jeff Ward, organizer of the Evolve Law event and director of the Duke Law School’s Start-Up Ventures Clinic. Join Evolve Law ([www.evolvealawnow.com](http://www.evolvealawnow.com)), a community of entrepreneurs, law firms, attorneys, investors and academics working together to serve as a catalyst for legal innovation.

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Tom Kane

*Tom Kane is a member of the Greensboro Bar Association and former NC Assistant Attorney General. He has spent the past 30-plus years as an in-house legal marketer and consultant to law firms throughout the U.S. He is the author of [LegalMarketingBlog.com](http://LegalMarketingBlog.com). He can be reached at (386) 225-9612.*

# WANT MORE BUSINESS? MANAGE CLIENT RELATIONSHIPS BETTER

By Tom Kane (Reprinted from Tom's [LegalMarketingBlog.com](http://LegalMarketingBlog.com) dated September 30, 2016)

If any lawyer does not understand how important client relationships are, they need to find another line of work. In this month's issue of [Edge International's Communiqué](#) there is an [article](#) by [Shirley Anne Fortina](#) that points out how important strategic CRM is to business development.

She states, "Client relationship management should be your number one business development activity." I could not agree more. I have preached over and over that clients are the number one source of new business (whether in the form of new work or referrals to new clients).

Fortina lists 24 questions you should ask yourself to determine the type of relationship you have/want with clients. Here are 5 of my favorites:

- Do you care – I mean **really care** – about your clients?
- Do you clearly communicate what you're doing and why?
- Do you keep the client sufficiently informed?
- Do you keep your promises on deadlines and targets?
- What are you doing to maintain, build and/or enhance relationships?

If you are truly interested in better client relationships, I recommend that you read the other 19 questions as well.

In conclusion, Fortina provides a great quote from Dale Carnegie; to wit: "You can make more friends in two months by becoming interested in other people than you can in two years by trying to get other people interested in you."



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# Young Lawyers Section: Connections



Lisa Arthur

*Lisa Arthur is President of the Greensboro Bar Association's Young Lawyers Section and an attorney with Smith Moore Leatherwood in the litigation practice group.*

[lisa.arthur@smithmoorelaw.com](mailto:lisa.arthur@smithmoorelaw.com)

YLS has been busy over the past month welcoming all of our newly admitted attorneys and getting back into the swing of things. Here's a list of what we've been up to and what's to come.

## BOOK BUDDIES

YLS is continuing to serve Hampton Elementary through its Book Buddies Program. The program pairs lawyers with classrooms at Hampton Elementary to read aloud to the class for thirty minutes to an hour. The great thing about the program is that it's flexible—once you're paired with a classroom, you work with the teacher to schedule mutually agreeable reading times. Our goal is to fully staff Hampton's pre-K through second-grade classes and we are still short a few volunteers. If you are interested in signing up, please [click here](http://www.greensboroyls.org/book-buddies). <http://www.greensboroyls.org/book-buddies>

## SWEARING-IN CEREMONY/ BRIDGE THE GAP PROGRAM

YLS hosted its annual Bridge the Gap Program and Swearing-In Ceremony on Friday, October 14th. We welcomed 17 newly admitted attorneys. Thank you to all of the judges, members of the GBA, YLS board members, and newly admitted attorneys that made this day a success.

## WEBSITE

YLS has a new website! Check us out at [www.greensboroyls.org](http://www.greensboroyls.org). We will post information about upcoming events and ways to get involved. You can also follow us on Facebook (Greensboro Bar Association's Young Lawyers Section).



Newly licensed NC attorneys take the Oath of Office at the Swearing-In Ceremony held at the Old Courthouse on October 14, 2016.



Judge Patrice Hinnant admits Josh Harper to the practice of law in North Carolina.



**Connect with Us.** Do you want more information about upcoming YLS events or how you can get involved? E-mail me ([lisa.arthur@smithmoorelaw.com](mailto:lisa.arthur@smithmoorelaw.com)) to make sure you are on the listserv. Also follow us on Facebook ([Greensboro Bar Association's Young Lawyers Section](#)). We look forward to connecting with you!

# URGENT: VOLUNTEER ATTORNEYS NEEDED TO ASSIST HURRICANE MATTHEW SURVIVORS

The North Carolina Bar Association, Federal Emergency Management Agency (FEMA), and the American Bar Association Young Lawyers Division are partnering to provide free legal services to low-income survivors of Hurricane Matthew.

Volunteer pro bono attorneys are needed to address the legal needs of the survivors.

The types of legal assistance available to survivors include:

- Assistance with securing FEMA and other government benefits available to disaster victims;
- Assistance with life, medical and property insurance claims;
- Help with home repair contracts and contractors;
- Replacement of wills and other important legal documents destroyed in the disaster;
- Assistance in consumer protection matters, remedies and procedures;
- Counseling on mortgage-foreclosure problems; and
- Counseling on landlord-tenant problems.

**To serve as a volunteer attorney, email both [Cabell Clay \(cabellclay@mvalaw.com\)](mailto:cabellclay@mvalaw.com) and [Rachel Blunk \(RMB@sharpless-stavola.com\)](mailto:RMB@sharpless-stavola.com) with your name, email, phone number, and the areas of law with which you are willing to assist (i.e. insurance claims, property issues, landlord-tenant issues, general, etc.)**

It is anticipated that the largest needs will relate to insurance, landlord-tenant and FEMA issues. Volunteer attorneys with experience in these areas are especially needed.

A special toll-free telephone number has been established at North Carolina Bar Association to receive requests for legal help. Storm victims needing help with legal problems may call the NCBA, weekdays from 9 a.m. to 4 p.m. at 1-800-662-7407. All calls are screened, and then referred to volunteer attorneys who agree to offer a telephone consultation, providing free legal advice for disaster-related problems.

The Disaster Legal Services Hotline was activated Monday, Oct. 10, by the declaration of a federal disaster by President Obama for the following North Carolina counties: Beaufort, Bladen, Columbus, Cumberland, Edgecombe, Hoke, Lenoir, Nash, Pitt and Robeson. Additional designations, the declaration order stated, may be made at a later date if requested by the state and warranted by the results of further damage assessments.

Volunteer lawyers must agree not to accept fee generating cases from the disaster victims they help. Volunteer lawyers will answer most legal questions by telephone. Training resources will be available. Callers who need representation in court or who have issues requiring fee-generating services should be referred to the NCBA Lawyer Referral Service at 1-800-662-7660 or [www.NCFindALawyer.org](http://www.NCFindALawyer.org).

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## AMANDA FEDER RECEIVES GBA'S 2016 PRO BONO AWARD



Amanda C. Feder

The Greensboro Bar Association's 2016 Pro Bono Award was presented to Amanda C. Feder at the October 20 member meeting. Amanda has represented multiple clients referred from Legal Aid with a wide variety of legal problems. She has accepted 20 cases from Legal Aid over the past year, providing more than 100 hours of pro bono service. She has handled four housing cases (including one jury trial), nine expungements, six

powers of attorney, and one will preparation matter. Legal Aid went on to point out that six of the nine expungements our award recipient handled resulted in completely clean records, giving these persons a fresh start and significantly improving their chances of obtaining or maintaining employment, housing and other benefits. By any standard, these actions certainly qualify as outstanding pro bono service.

# BOB CONE RECEIVES JOHN B. MCMILLAN DISTINGUISHED SERVICE AWARD FROM STATE BAR



Bob Cone

Tuggle Duggins P.A. partner Robert C. Cone was recently honored by the North Carolina State Bar with its John B. McMillan Distinguished Service Award. The award, which was presented to Cone by State Bar President Margaret Hunt at the meeting of the Greensboro Bar Association held October 20, 2016, recognizes North Carolina lawyers who have demonstrated exemplary service to the legal profession.

“There is no one more deserving of this award”, said Nathan Duggins, managing partner of Tuggle Duggins. “We stand in awe of all that Bob has contributed to Greensboro and to the state in general, through his selfless work on behalf of others, all while maintaining a busy and successful law practice.”

Below are the full remarks delivered by Margaret Hunt at the GBA meeting:

Robert Cone is a life-long resident of Greensboro and was a Morehead-Cain Scholar at Chapel Hill where he obtained a Bachelor’s Degree in 1974 and his law degree in 1978. He is married to the former Sally Boyette and they are the proud parents of two children.

He has been a litigator for over 35 years and is a member of the Tuggle Duggins Law Firm. Bob has represented clients in all North Carolina state and federal trial courts and has argued cases on appeal in the North Carolina Court of Appeals, the Supreme Court and the 4th Circuit. He is also a certified mediator in North Carolina state and federal courts.

His contributions to our profession are many including:

His service as a State Bar Councilor from this District where he was a member of various State Bar committees including the Grievance, Legislative and Executive Committees.

Bob helped to organize and lead the Guilford Inn of Court that promotes ethics, civility and excellence within the Bar and served as treasurer and Master of the Bench.

His pro bono services include volunteering with the Lawyers on Line Legal Service Program and as co-founder of the Herb Falk Society of the Greensboro Bar Association that promotes pro bono work by its members.

Bob has chaired the UNC Law Foundation, served as a Preceptor at Elon Law School, served as a member of the Greensboro Bar Association’s Board of Directors and as president, and chaired the Fee Dispute Resolution Committee of the GBA.

Bob’s service to his community is also exemplary and includes his services as:

- Chair of the Greensboro Public Library Foundation Board.
- Board member and vice-chair of the Greensboro Urban Ministry.
- Member and president of the Rotary Club of Greensboro.
- Trustee of the Greensboro Jewish Federation and Chair of its Men’s Campaign.
- Trustee of the Jewish Foundation of Greensboro.
- Trustee of Temple Emanuel, Inc.
- Chair of the North Carolina Regional Advisory Board of the Anti-Defamation League.
- Member of the Advisory Board of the UNCG Program for Conflict and Resolution.

He was the recipient of the Whitney M. Young, Jr. Service Award from the Boy Scouts of America for his work in promoting diversity and bringing scouting to lower-income neighborhoods in Greensboro and of the Centennial Award that is presented jointly by the Greensboro Bar Association and the NCBA for exemplary community services.

Bob has also contributed countless hours to Cone Health, a private, not-for-profit health care delivery system in

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Bob Cone’s family was in attendance at the October member meeting for his receipt of the John B. McMillan Distinguished Service Award. Pictured from Left to Right: Sam, Sally, Bob, and Laurie Cone.



# JOIN US, MIX & MINGLE



GBA's Membership Committee  
invites you to

## MIX AND MINGLE

Wednesday, November 9th

5:30pm-7:30pm

Joymongers Brewing Co.

576 N. Eugene St.

Please help increase GBA's membership by inviting  
prospective members!

~BACONESSENCE Food Truck will be on site for those  
who are hungry!



# IN PRAISE OF ONE GENTLEMAN OF THE GREENSBORO BAR



by Steve Robertson

*Steve Robertson has practiced in Greensboro for 16 years. He is a Board Certified Family Law attorney with the Higgins Benjamin firm.*

Greetings from one of your local State Bar Councilors. I write today after our monthly meeting where Bob Cone was presented with the John B. McMillan Distinguished Service Award. I came to the practice of law a little later than most of my colleagues, so I have had experience in some other occupations. No matter where I've worked, I can think back fondly on those who gave me the benefit of their wisdom and experience and extended some compassion to me when I was uninitiated. I have always been fortunate to have had mentors or role models - those I admire most - who are one step ahead in experience, service to others, and success in the profession.

When I moved to Greensboro, I joined Temple Emanuel. My kids were raised there. I don't remember exactly when I met Bob Cone, but we had children of similar ages. In 2001, soon after I started practicing law, we had a small case together. We became friends, in some measure, because Bob and Sally were fans of my son Eric's musical performances. They seldom missed one of his Greensboro shows. Our paths crossed when Bob mediated a fee dispute between a client and me in his capacity as Bar Councilor. I settled for half the fee I was owed. In

all my dealings with Bob, I admired his deliberate style and patience.

We next spent some time together, professionally, in what Bob and I refer to fondly as the "clown mediation." I showed up for a mediation at Bob's office where a clown, who was a friend of the opposing party, appeared. I objected to the non-party clown being in the room or involved in any way. Bob talked me down from the objection, and to this day, I would say that the successful conclusion he brought about as a skilled mediator would not have been possible without the clown's presence and input.

I am pleased and honored to join Barbara Christie as one of your two Bar Councilors. As Barbara said at the recent public meeting of the Chief Justice's Commission on the Administration of Law and Justice, the lawyers who volunteer as councilors have one thing in common - we all care deeply about the profession and its well-being. I learned these values from all of the great mentors and leaders that are a part of our Greensboro Bar, and especially from Bob. I owe Bob a great debt of gratitude for encouraging me to get involved in this gratifying work. I am honored to have been chosen as his successor on the Council.

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## BOB CONE RECEIVES JOHN B. MCMILLAN DISTINGUISHED SERVICE AWARD Continued from page 7

Greensboro, having served on the Board of Trustees for 20 years and as Chair of the Foundation where he worked tirelessly to assure that the marginalized, underserved and others had access to appropriate health care.

Throughout his career Bob has used that unique body of knowledge and skills we all have as lawyers to help his clients resolve legal problems, to help in the self-regulation and improvement of the legal profession, to actively mentor young lawyers, to serve as a role model for all lawyers, and to be actively engaged in the civic and philanthropic life of his community. The State Bar is honoring Bob not just for all that he has done, but also for the manner in which he has accomplished so much. The words written by Susan

Shumaker, President of the Cone Health Foundation, in describing Bob's service to that Foundation are also true of all of his legal and civic endeavors. She wrote, "Bob's gentle nature, wisdom, vision, kindness, keen intellect, knowledge, humor and persistence informs his work." Bob is truly the personification of the citizen lawyer who has brought credit to our profession and we can all honor Bob by simply following his example.

It is an honor for me to present to Bob, on behalf of the State Bar, the John B. McMillan Distinguished Service Award for a lifetime of exemplary service to his clients, his profession and his community.

# SMITH MOORE LEATHERWOOD PARTNER KIMBERLY GATLING NAMED TO NORTH CAROLINA HUMANITIES COUNCIL



Kimberly Bullock Gatling

Smith Moore Leatherwood is pleased to congratulate Partner Kimberly Bullock Gatling on her recent election to the North Carolina Humanities Council. Gatling will serve a three year term for the Council.

The North Carolina Humanities Council, a statewide nonprofit and affiliate of the National Endowment for the Humanities, serves as an advocate for lifelong learning and thoughtful dialogue about all facets of human life. The Council develops among North Carolinians an understanding of and appreciation for the humanities that can transform the way they see themselves and their communities.

Gatling, a partner and technology industry leader at Smith Moore Leatherwood, concentrates her practice in intellectual property prosecution, licensing and litigation. She is a North Carolina State Bar board certified specialist in

trademarks. She prosecutes federal, state and international trademark applications and manages global trademark portfolios. She also prosecutes computer software, business method, and mechanical patent applications before the United States Patent and Trademark Office and routinely assists clients with protection of copyrights.

Gatling earned a bachelor's degree, cum laude, from North Carolina A&T State University and a juris doctorate from George Washington University Law School. She serves on the board of directors for the United Way of Greater Greensboro and the Cone Health Foundation. She also serves on the board of visitors for her alma mater, North Carolina A&T State University. In 2015, she was recognized as an "Outstanding Woman of the Profession" by the Women's Law Association at Elon Law School.

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## STELL: BUILDING A 21<sup>ST</sup> CENTURY LAW PRACTICE *Continued from page 3*

### 2. Collaborate with EVERYONE in your firm.

Traditionally, lawyers believe the practice of law is unique among all professions and they resist the idea that a law practice can or should be managed like a business. I encourage you to continue to love and respect the law, but to recognize that there are those without a J.D. degree who can bring good ideas to better your firm. These conversations should extend beyond the partner meetings and include associates and other legal professionals who currently work with you. Also, as you make hiring decisions, hire for new skill sets. 21<sup>st</sup> century skills include cultural competency, leadership, project management, business acumen, high risk tolerance, technology, social networking, communication and presentation, teaming and problem solving that includes innovation.

### 3. Build a network outside of legal.

Talk with your business friends or other professionals and ask what they are seeing and doing to address changes in their professions.

### 4. Think like an entrepreneur

– Train yourself to think in a new way by exposing yourself to new ideas. Read the Divorce Discourse blog, subscribe to the Legal Talk Network or Startup podcast, read Seth Godin, Malcom Gladwell, Richard Susskind or Jordan Furlong. Hire professionals that enhance the skill set of your lawyers, not just mimic them.

### 5. Read, Attend, Study

– Congratulations for showing up to an Evolve Law event. Just by being here, you show you are ready to consider a new future. Continue to show up where people are talking about things you don't typically hear at the local bar meetings. Attend the 2017 Clio Conference Sept 25 & 26 in New Orleans, or join the Legal Marketing Association where you can attend local and national conferences on legal marketing and technology.

"It's all happening" is a quote from one of my favorite movie characters, Penny Lane, in one of my favorite movies, *Almost Famous*. Penny seems to be saying that everything is falling into place, as if fate is bringing destiny to its ultimate fulfillment. You cannot be complacent, the tools are available and the future is here – it's all happening.

*Camille Stell is the Vice President of Client Services for Lawyers Mutual. Continue this conversation by contacting Camille at [camille@lawyersmutualnc.com](mailto:camille@lawyersmutualnc.com) or 800.662.8843.*



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