

2007 ANNUAL

CAJP Conference



SERVING CALIFORNIA JUSTICE

Advanced Judgment Collection

Presented by the CAJP Continuing Education Committee

**Saturday–Sunday
October 6–7, 2007**

Irvine, California

Register online at www.cajp.org
Saturday 9:00 am – 5:30 pm
Registration 8:00–9:00 am
(Lunch included)
Sunday 9:00 am – 5:00 pm

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<http://irvine.hyatt.com>

Questions?

E-mail: cajpevents@mac.com

CAJP reserves the right to revise the course outline or faculty if circumstances are beyond our control.

Intellectual/Intangible property—seizing domain names, patents, copyrights, and trademarks.



Jason H. Fisher practices in the areas of e-commerce and cyberlaw, copyright/trademark, entertainment/new media and business litigation. Mr. Fisher focuses a substantial portion of his practice on cutting edge new media issues and has specialized in protecting some of the world's most valuable trademarks both online and off. He has spoken on cyberlaw issues and written for Computerworld.com and other publications on evolving cyberlaw issues. Prior to law school, Mr. Fisher was President of a mid-sized new media/e-commerce consulting firm based in Los Angeles. He is experienced in domain name issues, link exchanges, informal and formal online commerce, brokering domain name purchases/sales/leases, and online community issues. In 2006, Mr. Fisher was selected by *Law & Politics* and the publishers of *Los Angeles Magazine* as a "Super Lawyers Rising Star." He is a member of the California State Bar, American Bar Association, Los Angeles County Bar Association (Intellectual Property Section) and the California Receiver's Forum. www.buchalter.com

Opposing Motions to Vacate and Claims of Exemption... and more.



Rex L. Brady (B.A., M.A., J.D.) General civil litigation with an emphasis on post-judgment collections utilizing the full-range of Enforcement of Judgment Law (EJL); specialty areas include opposing debtor's efforts to set aside and vacate judgments. Rex also specializes in real estate related claims, e.g., seller/buyer and landlord/tenant disputes, breach of lease cases, commercial and residential. Located in Irvine, California. www.jrecovery.com

Motion to Compel/Sanctions • Order to Show Cause re Contempt

When a debtor refuses to comply with discovery, what options are available to the judgment collector? Attorneys Bryan D. Sampson and Mary L. Fickel will show how to file a motion to compel and the right way to bring an Order to Show Cause re Contempt.



The Law Office of Sampson & Associates is an AV rated firm of experienced attorneys and legal staff who specialize in the practice of creditor remedies. Sampson & Associates offers aggressive, professional legal services in pre-judgment and post-judgment collection matters, representation in litigation of general business and commercial matters including collection of secured and unsecured obligations, pre-judgment attachments, lien foreclosures, post-judgment execution on real and personal property, representation of creditors in bankruptcy proceedings, fraudulent conveyance, collection receivership, international collections, as well as sister-state and foreign money judgment enforcement actions. Attorneys Bryan Sampson (pictured) and Mary Fickel regularly lecture on all aspects of judgment enforcement. The firm is located in the historic Banker's Hill area of San Diego. www.sampsonlaw.net

The benefits to forcing an involuntary bankruptcy • How to work with bankruptcy trustees to maximize proceeds from the bankruptcy estate



Howard Ehrenberg is a partner at the Los Angeles-based law firm of SultmeierKupetz and is a member of the Chapter 7 Bankruptcy Panel of Trustees, appointed by the Office of the United States Trustee, and a state court receiver. He is certified as a Business Bankruptcy Law Specialist by the American Bankruptcy Board of Certification and member of the Los Angeles Bankruptcy Forum, the Financial Lawyers Conference,

American Bankruptcy Institute and Council of Certified Bankruptcy Specialists. He is also a member of the Executive Board of the Commercial Law and Bankruptcy Section of the Los Angeles County Bar Association and a former commissioner in the City of Burbank, California. www.sultmeyerlaw.com/

How to profit from the lucrative market of bank judgments.

Banks hold large portfolios of judgments. Where do you begin? Who to talk to, what to say and how to say it. How to get background information on a bank. How to overcome the bank's concerns. Approach banks incorrectly—you'll never get past first base. Approach them correctly—and you may find a pot of gold.



Having gone through several unorthodox jobs over his 45 years, native-Texan **Allan E. Jones** found his niche in first-party collections, especially through banks. He has personally recovered over \$3M in collections the last eight years, with each year seeing improvement. A CAJP member since 2002, Jones attributes much of his success in this business to things he has learned from his fellow members at CAJP conferences, where he has served as emcee. Al holds a BA in Business Administration and is Vice-President of Marketing for Shaffer & Associates of Columbia, Missouri, a mid-sized collection agency, engaged in both pre- and post-judgment recovery.

Understanding Charging Orders—an effective remedy to reach a judgment debtor's partnership interest.



Jay D. Adkisson
(see bio, next page)



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Judgment Enforcement in action! A live panel featuring CAJP's Honorary Members

Meet the Chesters, an affluent couple in Newport Beach, California who consult with asset protection specialist Jay Adkisson to assist them in protecting their assets. Jay Adkisson will show how he would protect the Chesters' diversified assets which include real estate, offshore accounts, businesses and more. When Mr. Chester later winds up with a substantial judgment rendered against him, watch this expert panel show how they would enforce a judgment against the Chesters and bust through their asset protection shelters. A few of the many topics this interactive role-playing panel will cover: how to protect the judgment in bankruptcy, how to take control of the debtors' closely-held corporations, how to attack assets that have been fraudulently transferred to third parties, how to go after the debtor's off-shore accounts, and much more!

CAJP Honorary Members:



Jay D. Adkisson is the nations' foremost authority on asset protection and fraudulent transfers. A partner of the Atlanta-based law

firm of Riser Adkisson LLP, he is admitted to practice in Oklahoma and Texas. Jay is also the Director of Private Client Services of Select Portfolio Management Inc., having offices in Aliso Viejo, California. He co-authored *Asset Protection: Concepts and Strategies*, published by McGraw Hill & Co., and has frequently lectured to various state and county bar associations, as well as the American Bar Association and other professional groups about various asset protection topics. Jay is the creator of Quatloos.com, an internationally famous website that exposes tax and financial scams. He has twice been an expert witness to the U.S. Senate Finance committee, lectured to various groups of the Internal Revenue Service, and has been featured as an expert in such media outlets as *20/20* and the *Wall Street Journal*. Jay became an honorary member of CAJP in 2006.

www.fraudulenttransfers.com
www.apbook.com
www.quatloos.com



Honorable James J. Brown

Author of the acclaimed Aspen Law Treatise Judgment Enforcement, Judge Brown was a litigator for 17 years with the Department of Justice in Washington, D.C. and spent almost ten years in its Judgment Enforcement Unit where he excelled in asset tracing and judgment enforcement. He is a popular speaker and has traveled internationally to speak to audiences eager to glean information from this recognized expert in judgment enforcement.

www.jamesjbrown.com



Richard Enkelis has been practicing law for over 30 years and has written and lectured extensively on the area of judgment enforcement issues. His published works include *Collection Law in California: Lorman Education series*, *Debt Collection Practice in California, Second Edition*, CEB lead author, multi-volume collection treatise and *Enforcing Civil Money Judgments, CEB Action guide*. He currently serves on the executive committee of the Provisional and Post-Judgment remedies Section of the Los Angeles County Bar Association. Mr. Enkelis is an honorary member and advisor to CAJP's Board of Directors.

www.debtcollector.com



Ronald Sargis is a partner in the Sacramento law firm of Hefner, Stark & Marois, LLP where he practices in the areas of

bankruptcy and commercial creditor's rights. He serves as General Counsel for the California Association of Collectors and was made an honorary member of the CAJP in 2002. Ron Sargis received his B.A. degree from Stanford University and his J.D. degree, with distinction, from the University of the Pacific. Mr. Sargis was a Board Member for the ACA Member Attorney Program 1996-1999 and Chairman of the Board in 1999. He is a guest lecturer regularly for the American Collectors Association and the California Association of Collectors on federal and state licensing and regulatory issues, debt enforcement, business practices and state legislation affecting the collection industry.

www.HSMLaw.com