

2009 ANNUAL

CAJP Conference



SERVING CALIFORNIA
JUSTICE

Judgment Collection Techniques

Presented by the CAJP Continuing Education Committee

**Saturday–Sunday
November 7–8, 2009**

Costa Mesa, California

Register online at www.cajp.org
Saturday 9:00 am – 5:00 pm
Registration 8:00 – 9:00 am
(Lunch included)
Sunday 9:30 am – 4:00 pm

**California Association of
Judgment Professionals**
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San Francisco, CA 94102
Voice/Fax: 888-311-2257
(or 888-311-CAJP)
info@cajp.org • www.cajp.org

To register and book accommodations at the CAJP rate, visit www.cajp.org (Click on 'events').

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Questions?
E-mail: CE@cajp.org

UNDERSTANDING COMPLEX TRUSTS AND ASSET PROTECTION TRUSTS

Joseph Petrucelli of the Petrucelli Law Group, APC provides a full range of services in the areas of tax planning, captive insurance companies as risk management tools, tax compliance, integrated estate planning, family wealth preservation and corporate law (including LLCs). He is often consulted by other professionals in the area of private annuities, charitable tax issues, complex tax matters, and complex business matters. He has been U.S. tax counsel for Anglo Irish Trust, Ltd. (Isle of Man), which is part of the \$8 billion Anglo Irish Bank Group. In addition to being recognized as an expert in a number of areas of taxation, Mr. Petrucelli routinely acts as corporate and family general counsel to a number of corporations, family foundations and publicly traded corporations.

In addition to his law practice, Mr. Petrucelli has acted as an adjunct professor of federal income tax and business law at California State University/San Marcos and guest lecturer at various bar associations and universities.

DEBTOR LITIGATION MANEUVERS TO HINDER ENFORCEMENT PROCEDURES

After graduating from Western State University, School of Law in 1977, **Donna Bader** specialized in law and motion matters, including an assignment to the Law and Motion Department of the Orange County Superior Court. While acting as a consultant to attorneys on their law and motion needs, she wrote hundreds of motions and oppositions.

Ms. Bader is a Certified Specialist in Appellate Law. Since 1980, she has practiced exclusively in the area of civil appeals and writs and has written over 350 appellate briefs and writ petitions.

Ms. Bader is the former and founding Editor-in-Chief of *Plaintiff* magazine, a new publication that is distributed to over 5,000 Northern California attorneys. She is a former Editor-in-Chief of Consumer Attorn-



The Westin at South Coast Plaza in Costa Mesa, site of this year's conference.

eys Association of Los Angeles' monthly magazine, *The Advocate*. She also served as the Editor-in-Chief of Consumer Attorneys of California's monthly magazine, *The Forum*, in 2005, and before that, she was the Editor of the Orange County Trial Lawyer's quarterly publication, *The Gavel*, for three years. She has served on the boards of the Orange County Bar Association, Consumer Attorneys of California, and Orange County Trial Lawyers Association. Ms. Bader has been a contributing writer to numerous publications and has been featured as a speaker at many seminars. She was named a 'Super Lawyer' for Southern California in 2007, 2008 and 2009.

"ACCORDING TO RICHARD"

(In memoriam October 3, 1943 – April 4, 2008)



Richard Enkelis wrote and lectured extensively on enforcement of judgment issues. A prolific speaker throughout his colorful life, CAJP is honored to present words of wisdom from its beloved honorary member. This presentation will feature video highlights from Mr. Enkelis' many speaking engagements. Mr. Enkelis' works include "Collection Law in California" Lorman Education Services, "Debt Collection Practice in California/

Second Edition," CEB lead co-author, multi-volume collection treatise, and "Enforcing Civil Money Judgments," CEB Action Guide. He was a consultant for the Judicial Council of California on the creation of the forms used in enforcement of judgments and to the California State Sheriff's Association, where he taught at the Advanced Levying Officer Training Course. Mr. Enkelis served on the executive committee of the Provisional and Post-Judgment Remedies Section of the Los Angeles County Bar Association. He was the first honorary member of the California Association of Judgment Professionals and served as the advisor to its Board of Directors until he passed away in 2008.

IS IT WORTH YOUR MONEY? Cost-Effective Targeted Sales And Marketing.

An examination of the many aspects of the judgment collectors' business development cycle, with emphasis to the litmus test: "Is it worth your money?" A fresh perspective on how to save or postpone expenses that do not quickly contribute to the bottom line.



Allan E. Jones Jones is Vice President - Sales & Marketing of Shaffer & Associates in Columbia, Missouri and holds a degree in Business Administration and Marketing.

To date, Mr. Jones has managed to recruit over half of the banks



in the State of Missouri as well as notable institutions outside the state.

Mr. Jones previously served as vice president - marketing and advancement for his alma mater and as regional director of operations for an advertising sales firm. He is the Vice President of the Missouri Collectors Association and the emcee for CAJP's Conference 2009, a position he has been appointed to numerous times in the past.

PROVING UP ALTER EGO AND SUCCESSOR LIABILITY ISSUES AGAINST CORPORATIONS AND LLCs.

Christopher L. Pitet is a respected trial and appellate lawyer. He has tried numerous cases, ranging from complex reinsurance dispute to employment discrimination matters. Many of his appellate matters have produced published opinions. In addition to his busy civil practice, Mr. Pitet serves as the first sworn special prosecutor for the Orange County District Attorneys' Office, where he prosecutes criminal matters.

Prior to founding Grobaty & Pitet with Mike Grobaty, Mr. Pitet practiced law with an international law firm. He has several publications to his credit and has contributed to the *Federal Appellate Practice Guide—Ninth Circuit* (Lawyers Co-op 1997). From 2006 to 2008, Mr. Pitet has been selected as a "Rising Star" by Los Angeles Magazine and he has been named as a 'Super Lawyer'.

ANTICIPATING, AVOIDING & DEALING WITH DEBTOR DEFENSES AND OBSTACLES

Anticipating and preparing for possible debtor defenses and other obstacles is a crucial element of successful judgment enforcement. This session will address exactly that, as well as how to deal with such obstacles when they do arise, including claims of exemption, third party

claims of ownership and judicial estoppel as related to bankruptcy and standing.



An honorary member of CAJP, **Raymond R. Goldstein, Esq.**, is the managing partner of the Center for Enforcement of Family Support. The Center, established in 1979, is a private law firm that limits its practice to the collection of past-due child and spousal support and related marital obligations. The Center prides itself on pursuing debtors with creative lawyering and dogged persistence, using sophisticated remedies such as piercing corporate veils, stock turnover orders, set-asides of fraudulent transfers and extraordinary executions on such property as aircraft, boats and country club memberships. He is the author of many enforcement articles and actively participates in legislative reform. He has lectured to dozens of Bar Associations across California and has served as a media expert for print, radio and television on the topic of support enforcement. He is a standing panelist with Lorman Education, presenting both introductory and advanced seminars on Judgment Enforcement.

Mr. Goldstein is the continuing update author of CEB's, *Enforcing Civil Money Judgments*, a variety of chapters in CEB's treatise, *Debt Collection Practice in California*, as well as a host of others.

THE PSYCHOLOGY OF SETTLEMENT – HOW DIFFICULT CASES ARE BROUGHT TO A CLOSE.



The nation's foremost authority on asset protection and fraudulent transfers, **Jay D. Adkisson** is an attorney in private practice with the firm of Riser Adkisson LLP, with his office in Newport Beach, California. Mr.

Adkisson received his B.A. and J.D. degrees from the University of Oklahoma, and was a member of the Oklahoma Law Review. He is admitted to practice law in California, Oklahoma and Texas, as well as various federal district and appellate courts nationwide. Mr. Adkisson concentrates his practice on creditor-debtor planning and commercial litigation. Mr. Adkisson is one of the authors of *Asset Protection: Concepts and Strategies* (McGraw-Hill 2004), and a regular lecturer at American Bar Association and state and local bar association conferences on the topic of wealth preservation planning.

He is internationally known as the creator of Quatloos.com, an internet website that exposes tax and financial scams, and he has twice been an expert witness to the U.S. Senate Finance Committee regarding tax scams. He has also been the feature of articles in *Forbes*, the *Wall Street Journal*, the *Financial Times*, and has appeared on ABC's 20/20. Mr. Adkisson is an honorary member of the CAJP.

"ASK THE EXPERTS" JUDGMENT ENFORCEMENT PANEL

- **JUDGE ALAN M. AHART**
- **JAY D. ADKISSON, ESQ.**
- **RAYMOND R. GOLDSTEIN, ESQ.**
- **JEROME J. BLUM, ESQ.**

Judge Alan M. Ahart is a judge of the United States Bankruptcy Court, Central District of California. He is a graduate of the State University of New York School of Law, Buffalo. He also holds an LLM from the University of Pennsylvania Law School.

Judge Ahart is author of *The Rutter Group's California Practice Guide, Enforcing Judgment and Debts*, a 2-volume treatise for attorneys. He is also a co-author of *Bankruptcy*, Rutter's new practice guide.

As a member and former Chair of the California State Bar Business Law Section Debtor/Creditor Relations and Bankruptcy Committee, Judge Ahart actively participated in passage of the Enforcement of Judgments Law. He represented financial institutions in debtor/creditor and bankruptcy matters for 12 years before being appointed to the bench in 1988. Judge Ahart is the author or



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co-author of over a dozen law review articles.

Jerome J. Blum received his Juris Doctor degree from UCLA School of Law where he graduated Order of the Coif in 1981. Mr. Blum focuses primarily on enforcement of judgments, provisional remedies and fraudulent transfer issues. He previously served as Chairman of the Remedies Section of the Los Angeles County Bar Association and currently serves on its Executive Board. He teaches continuing education courses, has written articles and is a featured speaker on enforcement of judgments and collection of attorneys' fees by law firms. Mr. Blum is an update author for *California Debt Collection and Enforcement of Judgment*, a practice guide for attorneys published by Lexis Nexis Matthew Bender and authors of Chapters 1-6.

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