

NORFOLK & PORTSMOUTH BAR ASSOCIATION

BAR BULLETIN

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November –
December 2013

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See Flyers Inside for
Event Details and
Registration Information

Preregistration required
for all NPBA Events.
Call 622-3152.

PRESIDENT'S MESSAGE



Virginia Van Valkenburg

As I sit to write this message, I have been on furlough for two weeks. I am allowed to check my emails for 15 minutes every day, and that is all I am allowed to do. If any case needs attention, has a filing due, or if there are any notices from the court that require action, it must be forwarded to my supervisor who is handling the entire civil department on behalf of our Norfolk office during the furlough.

While I am very hopeful that, as you read this message, the furlough is over and is no longer making headlines, I wanted to share some of the surprising things I learned during this involuntary time off.

First of all, for those of you who do not know me, I have many interests and hobbies outside the practice of law. I am often accused of "burning the candle at both ends." For example, at any given time I am trying to master a foreign language. So far I have failed to achieve fluency in Russian, Hebrew, French, Spanish, Romanian, Italian, and Vietnamese. I love taking photographs, and I currently have thousands that need my attention and minor adjustments. I love cooking and baking. I enjoy growing and tending to my roses. I own a home, which means that at any given time I have about 20 things I need to do around the house and in the yard. With so much to do and so little time to do it, one would think that I would welcome an involuntary vacation from work.

Flashback to the week before the furlough began: Our office was notified that the government was offering an "early out" for those who were close to retirement. I personally started to work for the federal government "late," when I was in my late 30s, so an early retirement is never going to be an option for me. I confess that I was initially envious of my co-workers who, at a young and healthy age, are now able to retire from government service and pursue their hobbies full time.

Then the furlough was announced.

At first, I was in denial. Our office has been through this drill of preparing for shut-down several times in the last couple of years. But then October 1 came, and there was no resolution on the budget issues. Those of us who were deemed to be "non-essential" were given 4 hours to come into the office to change our outgoing voice mails, email notifications, and prepare anything we needed for handoff to our supervisor. I was stunned.

Even more surprising to me was how sad I was as I drove into work that day. I almost felt sick. Where was that person who wanted to retire early and take up photography? Or gardening? Or finally master Russian? I said my goodbyes around the office, and we all assured each other that we would probably be back in a few days. I left the office and headed back home. The rest of the day was free and the sun was shining. That should make me happy, right? What was my problem?

The "problem," I discovered is this fact: I am not ready to retire. I confess that I actually enjoy

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UPCOMING EVENTS

NPBA Luncheon
Thursday, November 21, 2013, 11:45 AM
Hits at the Park, Harbor Park
Speaker: Dr. Cassandra Newby-Alexander
Norfolk State University

and immediately following the luncheon
CLE: A Few Good Men:
Civilian Lawyers Practicing in Military Court
1 CLE Credit

NPBA Holiday Party
Thursday, December 12, 2013, 5:30 - 7:30 PM
Hits at the Park, Harbor Park

NPBA Luncheon
Thursday, January 16, 2014, 11:45 AM
Hits at the Park, Harbor Park

NPBA Luncheon
Thursday, February 20, 2014, 11:45 AM
Hits at the Park, Harbor Park

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(PRESIDENT'S MESSAGE CONTINUED)

my job. I enjoy my cases. I adore the people whom I get to work beside daily. The privilege of using my mind to investigate and resolve cases is a gift, not a curse. And as much as I like photography and languages and gardening, I believe I am much more satisfied when I am practicing law. That may not be the "cool" thing to say, but it is the truth.

I am reminded of the often quoted line from the Eric Liddell character in the movie *Chariots of Fire*, where Liddell says "I believe God made me for a purpose, but He also made me fast. And when I run, I feel God's pleasure." While I have NEVER felt that way about running, I do feel that way about the practice of law. If the furlough has taught me nothing else, it has taught me that I still enjoy working. I am not as retirement-ready as I once thought I was.

Some of you may be like me and think that you are ready, at least mentally if not financially, to retire. You may just need a vacation. Some of you may be retired, or may actually be ready to retire. Retirement is a natural progression of the work cycle and I admit that it looks like a fantastic season. I look forward to retirement. I assume, like many others before me, that there will come a day when I am actually and fully ready to retire.

Thanks to the furlough, I know that day is not today.

NPBA FOUNDATION

By Greg E. Summy, President, NPBA Foundation

Greg.summy@nscorp.com • 533-4890

I hope our members are enjoying autumn, a wonderful time of year, even when a low pressure system lingers off the coast like an unwelcome house guest.

I'd like to review the activities of the NPBA Foundation in 2013:

- Co-sponsored the *Lawyers Without Rights* panel discussion and exhibit at ODU;
- Awarded college scholarships to two deserving high school students; and
- Presented the Second Annual Elizabeth Fitzwater Memorial Scholarship to a second year law student who shows an interest in public service.

Ultimately these activities, while beneficial to the individual recipients (scholarships) and those in attendance (*Lawyers Without Rights*), pay it forward to our community as a whole by providing educational opportunities to South Hampton Roads students and promoting general awareness of the Rule of Law in a civilized society.



Greg Summy

and promote the Rule of Law to contact any Foundation Board member or the Bar office with ideas, and we will certainly consider them for support.

Of course, none of what the Foundation does would be possible without financial resources. The end of the year is when many of us consider charitable contributions. Please think about your Foundation. It's a vehicle to give back to the community and promote our profession and our unique role in the community as guardians of the Rule of Law. Your tax deductible donations are appreciated and needed to continue and hopefully grow our mission.

Lawyers Without Rights is an excellent example of the type of program the Foundation is interested in supporting. I encourage our members with ideas for projects that would educate

WELCOME NEW MEMBERS

Sarah V.L. Castleberry

Hadley Law PC

Rebecca McFerren King

Sullivan Law Group, P.L.C.

D. Sutton Hirschler III

Willcox & Savage, P.C.

Leah J. Cornett

Regent University law student

Philip H. Hucles

Willcox & Savage, P.C.

Thomas Croessmann

Regent University law student

NOVEMBER LUNCHEON MEETING

Thursday, November 21, 2013

Hits at The Park, Harbor Park

11:45 AM



Dr. Cassandra Newby-Alexander, Director
*Joseph Jenkins Roberts Center for African
Diaspora Studies, Norfolk State University*

Cassandra Newby-Alexander (Ph.D.
College of William and Mary, 1992) is the
author of *An African American History of*

the Civil War in Hampton Roads (2010)
and is the coauthor of two books including
Black America Series: Portsmouth and her
latest *Remembering School Desegregation
in Hampton Roads, Virginia* in 2009. She
also coedited the book, *Voices from within
the Veil: African Americans and the Expe-
rience of Democracy* in 2008. Her current
projects include a biographical essay on
Vivian Carter Mason that will be published
in 2013 and a co-authored book on the
history of African Americans in Norfolk,
entitled *I Too, Am Norfolk* (anticipated
publication 2014).

Dr. Newby-Alexander is the director
of the Joseph Jenkins Roberts Center for
African Diaspora Studies at Norfolk State
University, dedicated to the exploration
and analysis of the history and culture of

African people and to those who were part
of the Diaspora.

Dr. Newby-Alexander has utilized her
research in several public history projects,
including an interactive website with Vis-
itNorfolk, *Waterways to Freedom*, which
is based on Virginia's Underground Rail-
road network and 2 detailed maps on the
Underground Railroad and the Civil War,
Race, Time, and Place, dedicated to African
American history in Hampton Roads.

Dr. Newby-Alexander serves on several
boards, including the Virginia Foundation
for the Humanities, the Historical Com-
mission for the Supreme Court of Virginia
(of which she also serves as their oral his-
torian), the Norfolk Sister City Association,
the Norfolk Education Foundation, and the
Norfolk Historical Society.

The Historical Society of the United States District Court for the Eastern District of Virginia

YOU ARE INVITED TO A RECEPTION TO LAUNCH OUR NEW BOOK

From Marshall to Moussaoui: Federal Justice in the Eastern District of Virginia

By John O. Peters

**The MacArthur Memorial Visitors Center
One MacArthur Square, Norfolk**

**Thursday, November 7, 2013
6:15 - 9:00 pm**

BOOKS WILL BE AVAILABLE FOR PURCHASE

6:15 - 6:30 Registration/Check-In

6:30 - 7:00 MacArthur Memorial Building Open*

7:05 - 7:45 Presentation by Author

7:45 - 8:45 Reception and Book Signing

For more information, please contact:

Scott Kezman, Board Member
swkezman@kaufcan.com, 757.624.3008

Stephen Jackson, Board Member
sjackson@wilsav.com, 757.628.5642

Parking is available at the MacArthur Center located across the street

**The MacArthur Memorial Building, which will be open from 6:30 - 7 pm, served as the federal courthouse from 1850-1859.*

www.historyedva.com • www.dietzpress.com

YOUNG LAWYERS SECTION

By Courtney C. Williams, Chair



Courtney Williams

As the leaves begin to turn and the excitement of Fall surrounds us, my mind turns to new beginnings inherent with the change of seasons. One of the biggest transitions many of us have faced occurs from law student to practicing attorney. One day, you are worried about where the next Happy Hour will be or if you will get called on in Civil Procedure and then, all of a sudden, you are tasked with the great responsibility of representing a client.

In the first years of practice, expectations of performance may range from conducting trials to simply taking messages for your boss. But one thing is certain, the ability to grow and maintain a client base is an extremely valuable skill to begin honing from your first day in practice. Nothing can make you more valuable to your firm or organization than the ability to gain and maintain the trust of clients and bring in prospective clients.

You may be wondering, Courtney, you're only three years out of law school, why are you talking about how young attorneys can grow their client base? It is critically important to attorneys in every phase of practice, but especially young attorneys. I have spoken with seasoned attorneys with an abundance of experience and a wealth of knowledge they are willing to share. After seeking the opinion of several attorneys, all of whom have been practicing over twenty years, recurring themes arose in how they grew their own practices and advice for how young attorneys can start now.

1. Be the best at what you do. Simply stated, but "being the best at what [you] do and working for the client and not necessarily the paycheck" will get the attention of clients, judges, and experienced attorneys, says **Lisa A. Bertini**, shareholder at Bertini & Hammer, PC and attorney with over 25 years of practice experience. "Being the best" doesn't just happen—it's deliberate. Becoming proficient at what you do is essential and takes diligent preparation every day for each client. Sharpening your skills and becoming known for your particular specialty is how other attorneys learn what you do and how to refer you clients. Putting time and preparation into this important tenet of growing your business will pay off for years to come.

2. Focus on the client. A happy client can not only provide more business to you by referring legal matters they need help with your way, but a happy client will also refer friends and other businesses to you who may become your client.

The Honorable Mary Jane Hall, Norfolk Circuit Court Judge with decades of experience as an attorney, cites that when she completed tasks for a satisfied client, they would often "hire [her] to do the rest of the work because they'd liked [her]." "Communication is key to so many things," adds **Deborah M. Casey**, an attorney with Vandeventer Black LLP who boasts over two decades of experience, "including client satisfaction and understanding." Always let the client know what is going on with their case, even if it is bad news. Answer calls and emails promptly and address developments in your client's case with the client as soon as possible.

3. Seek out mentors and people to emulate.

Bill Devine, a partner at Williams Mullen, with extensive experience in commercial litigation, offered this: "watch how lawyers you respect react to events, plan their work, talk to judges and opposing counsel, write letters, prepare pleadings, argue motions, draft contracts, etc. Talk to them. Seek advice. Learn from your bosses, your peers, judges, and even opposing counsel as you develop the style and approach that feels right to you." Imitation is, after all, the highest form of flattery, right? Observe what others around you are doing and pick up on their positive traits—and emulate them.

4. Be prepared. This is yet another simple tenet that goes a long way with clients, co-workers, opposing counsel, your peers, and your boss. "Sloppiness, a lack of attention to detail, lateness, and other lazy habits stick with you and be-

come your reputation" says Bill. "There are few things you can control in life; this is one of them." Take matters into your own hands and be organized and prepared. Put the necessary time and attention into each task you take on and fulfill all to the best of your abilities.

5. Get creative. Be creative in your approach to cases and in the servicing of your clients. "Think about ways to help [your clients], even if it has nothing to do with the law" cites Devine. Take an interest in everything your client is willing to share with you. "Make some creative arguments based in law and get known as being a mover and a shaker" states Lisa. "As long as you have an argument on your side, folks will respect your courage to take unpopular or difficult cases that don't fit a pattern."

6. Let your interests be your guide. Put your time into activities that truly interest you and do not waste your time on those that do not. Meeting people through these activities and "working with [them] in something you care about creates the sort of trust and confidence that leads people to hire you when a need arises, or recommend you to others" says Bill. So be deliberate with the activities, cases, and clients you take on and "don't just do it to say you did it" shares Deborah. "You cannot be all things to all people" Casey adds, therefore, it is important to narrowly focus your interests and skills.

7. Create a schedule to keep in touch. Choose one day per week and set aside at least an hour to put toward furthering your relationship with clients and other attorneys. Write to clients whose matters have concluded letting them know it was a pleasure to work with them and include your business card. Follow-up on birthdays and milestones the client has shared with you along the way. Write to attorneys who have referred you cases you enjoyed working on...or even cases you didn't enjoy working on. A "thank you" and putting your name in front of the client and referring attorneys one more time might just be the extra push that cements you and your work in their memories.

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8. **Refer cases appropriately and seek referrals from other attorneys.** “If you have to refer a matter, do so thoughtfully” encourages Bill. Try to put the right client with the right attorney and take ownership in aiding that individual in finding the right attorney for their matter. Let other attorneys know what you are doing in your practice, especially if it is unique. Judge Hall stated that she “learned how to do a fairly obscure area of the law that not many lawyers handle” and she was “constantly getting referred those kinds of cases.” If you are doing something unique, plaster it all over your website, talk about it, send an email to your contacts—let people know what you have going on so they will send you referrals.

9. **Become active in your local bar.** Other attorneys cannot refer you cases if they don't know you—it's as simple as that. I can help you with this one in a very concrete way! The Young Lawyers Section has hosted a variety of activities that brought the community and the NPBA together and are hosting several upcoming events that all members of the NPBA are invited to attend. I have personally received referrals from other attorneys I have met through these events and have added those same people to my list of attorneys to whom I refer cases. With all of the recent and upcoming events—I am sure everyone can find something they are interested in participating in. We are so lucky to be part of such a congenial and active bar association—take advantage of it. Please join us for Breakfasts with the Bench, the Fall Reception, in donating gifts to ForKids, and in setting up for the ForKids Holiday Shop. There is no reason not to be involved and every reason to be! Hey, I didn't say it, seasoned, successful attorneys did.

Perhaps it was most eloquently stated by Bill Devine, notably a former Chair of NPBA YLS, “there is no one true path to follow. Whatever approach one takes, it must be authentic.” He added that “developing a practice takes patience, consistency and persistent attention and effort. It really is a marathon, not a sprint.”

Have a fantastic season and make the most of it. Contact me if you have any questions or suggestions on activities you would like to participate in at cwilliams@bhlegalteam.com.

RECENT ACTIVITIES

YLS furthered its partnership with the Ronald McDonald House by hosting a dinner at the house on September 30th. Not only was it a great time for the young lawyers to get together and get to know one another, the residents of the house appreciated the act of service.

On October 22nd, Breakfast with the Bench was held at the Brickhouse Diner and Judge Jones was the guest of honor.

On October 27th, the Fall Reception was held at Judge and John Hall's home. A special thanks is extended to Judge Jones, Judge Hall, John Hall, and all of the attendees for making these events a success.

UPCOMING EVENTS

Happy Hour for the new bar admittees and all members on **November 21st**, 5-7 at Luna Maya.

Donations are being accepted by the YLS and Public Relations Committee for the ForKids Holiday Shop from now until the NPBA Holiday Party on **December 12th**. See the flyer on the NPBA Website for details regarding toys needed by ForKids.

All NPBA members are invited to attend the **Holiday Shop service project at Good Mojo Thrift Store** on **December 14th from 10 a.m. to 1 p.m.**

We will deliver the gifts to Good Mojo and aid ForKids in setting up their Holiday Shop. Everyone is invited and encouraged to bring gifts to the Holiday Party on **December 12th**, the **November 21st Luncheon** at Hits at the Park, or to my office or the Bar Office **anytime** prior to **December 14th**.

2013 Legal Food Frenzy

Awards presented by Marianne Smith Vargas from Foodbank of Southeastern Virginia



Anna Smith – Kaufman & Canoles
First Place – Large



Linda Broome & Tina Babcock – McKenry Dancigers
First Place – Medium



Sara Wagner – Norfolk Southern
Second Place – Medium



Dave Lannetti – Vandeventer Black
Second Place – Large



Sara Rafal & Igor Babichenko – Williams Mullen
Third Place – Large

ANNOUNCEMENTS

Cooper Hurley Injury Lawyers have expanded their presence in Norfolk after purchasing a new building at 21st and Granby Streets. The personal injury firm has acquired a 10,000 square foot building occupied by a Wells Fargo branch and moved there on September 20. The bank will remain a first floor tenant. Cooper Hurley has extensively renovated the second floor to accommodate its growing needs. The Hurley Law Firm became the **Cooper Hurley Law Firm** at the end of 2011 when **John Cooper** entered into a partnership with fellow veteran injury attorney, **Jim Hurley**. The address of the new office is 2014 Granby Street, Norfolk, VA 23517.

Seven attorneys at **Crenshaw, Ware & Martin, PLC** were selected for Best Lawyers in America 2014. They are: **Delphine G. Carnes** for project finance law and public finance law; **James L. Chapman, IV** for admiralty and maritime law and commercial litigation; **Timothy A. Coyle** for municipal law; **Howard W. Martin, Jr.** for real estate law; **Donald C. Schultz** for bankruptcy, credit-debtor rights/insolvency and reorganization law, eminent domain and con-

demnation law, and litigation-bankruptcy; **W. Ryan Snow** for admiralty and maritime law; and **Guilford D. Ware** for admiralty and maritime law.

Kaufman & Canoles, PC attorneys selected for Best Lawyers in America 2014 include the following NPBA members: **Stanley G. Barr, Jr., Robert J. Barry, John M. Bredehoft, Paul K. Campsen, George L. Consolvo, Robert C. Goodman, Jr., Barry W. Hunter, Gus J. James, II, Kirkland M. Kelley, Scott W. Kezman, Charles E. Land, Dennis T. Lewandowski, Richard C. Mapp, III, Vincent J. Mastracco, Jr., Charles V. McPhillips, Terence Murphy, Stephen E. Noona, Alfred M. Randolph, Jr., Robert E. Smartschan, W. Edgar Spivey, Jeffrey M. Stedfast, Stephen E. Story and Burt H. Whitt.** In addition, **Stanley G. Barr, Jr.** was named Norfolk Labor Law-Management Lawyer of the Year and **Stephen E. Noona** was named Norfolk Litigation – Patent Lawyer of the Year.

Eight attorneys from the Hampton Roads office of **LeClair Ryan** were among the firm's 82 in Best Lawyers in America 2014,

including the following NPBA members: **Alan D. Albert** – commercial litigation, criminal defense: white-collar, government relations practice, litigation – intellectual property, litigation – patent, trademark law; **Ray W. King** – closely held companies and family business law, corporate law, litigation – real estate, real estate law; **Kelvin L. Newsome** – employment law – management, litigation – labor and employment. Additionally, six of the firm's attorneys have been recognized by Best Lawyers as Lawyers of the Year in their region. One lawyer in each practice area in each community has been honored with this distinction. LeClair Ryan attorneys in Hampton Roads who received this recognition are: **Alan D. Albert**, Litigation – Intellectual Property Lawyer of the Year. **Ray W. King**, Litigation – Real Estate Lawyer of the Year. Lawyers recognized as "Lawyers of the Year" were selected for particularly high ratings from their peers.

E. Diane Thompson has been named a 2014 Best Lawyer for the 21st consecutive year in Trusts and Estates. Thompson is a **Pender & Coward** Shareholder specializing

(Continued on page 7)

COOPER HURLEY

Injury Lawyers



John Cooper **757.455.0077** Jim Hurley

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locations in
Norfolk,
Virginia Beach
and Hampton**

Please call us on car, truck or motorcycle accident cases.

Efficient Personal Service – CooperHurley.com

Although each case is unique and we cannot guarantee results, we are proud to have handled Virginia's biggest reported auto settlement in 2010 and third largest in 2012.

Announcements continued

in Estate Planning, Trust and Estate Administration, Fiduciary Income Taxation, Federal Estate and Gift Taxation and Postmortem Tax and Disclaimer Planning. She has been listed as a Super Lawyer since 2006 and has been recognized among the Legal Elite by Virginia Business.

Richard E. Garriott, Jr. has been named to the 2014 Best Lawyers for Family Law and was also voted Lawyer of the Year in his practice area. Garriott is a Fellow of the American Academy of Matrimonial Lawyers, a Virginia Super Lawyer (2011-13) and was selected for Virginia's Legal Elite in 2011.

Poole Mahoney PC, announces the launch of The Jeff Brooke Team, the personal injury division of Poole Mahoney PC. **Jeffrey F. Brooke** is a shareholder with Poole Mahoney PC and a civil trial attorney who has represented injured people for twenty-five years. The Jeff Brooke Team website is www.jeffbrooketeam.com.

Poole Mahoney, PC is pleased to announce that **Reeves W. Mahoney** - family law and **Jeffrey F. Brooke** - personal injury litigation – plaintiffs, were selected for Best Lawyers in America 2014.

Sacks & Sacks, PC is pleased to announce that **Stanley E. Sacks** and **Andrew M. Sacks** have again been selected by Best Lawyers in America 2014 in the fields of Personal Injury Litigation, White-Collar Criminal Defense and Non-White Collar Criminal Defense. Andrew M. Sacks has been selected for Best Lawyers for the last 20 years; and Stanley E. Sacks has been selected annually since Best Lawyers was first published in 1983. Sacks & Sacks, PC, is in its 102nd year of Legal Practice. The firm was founded by Herman A. Sacks, Father and Grandfather of the Partners, in 1911.

Richard N. Shapiro has been elected president of the National Lawyers' railroad accident division. Shapiro's practice is primarily representation of injured rail workers. The Railroad Accident Trial Lawyers Association provides education and networking opportunities for members. Shapiro recently was elected to a related position, chairman of the American Association of Justice's railroad law section.

William E. Franczek, managing partner of **Vandeventer Black LLP**, has been appointed to serve on the panel for the American Arbitration Association, International Centre for Dispute Resolution. Franczek's practice focuses on alternative dispute resolution, construction law and public contract law. He has experience in the construction field including highway projects, power plants, airports and marine terminals. He has a bachelor's in civil engineering from Syracuse University, a master's in environmental science from the State University of New York College of Environmental Science and Forestry, and a J.D. (magna cum laude) from Syracuse University. He is also a licensed professional engineer emeritus.

Vandeventer Black LLP is pleased to announce that **Patrick W. Herman** was selected by Virginia Lawyer Media for inclusion in the Class of 2013 "Leaders in the Law." Mr. Herman is a partner in the firm's Norfolk office. He is a graduate of Virginia Tech, and received his J.D. from the College of William and Mary, along with his Masters in Law and Taxation. His practice is focused on estate planning, employee benefits and ERISA matters, general tax planning and exempt organizations.

Williams Mullen is pleased to announce that **Bill Nusbaum**, a Partner in the firm's Real Estate Practice, has been elected Chair of the Virginia State Bar Real Property Section. His term began on July 1. The Real Property

Dispute Resolution Services



Alternative Dispute Resolution ("ADR") has proven to be an effective and cost efficient substitute to resolve business, technical, and other types of disputes. Vandeventer Black's Dispute Resolution Service attorneys serve as mediators, arbitrators, partnering facilitators, and neutrals in a variety of business and technical disputes. William E. Franczek and Michael L. Sterling serve on the American Arbitration Association ("AAA") and other ADR organization panels of neutrals. They have facilitated the resolution of disputes regarding complex construction projects, business dissolutions, qui tam actions, corporate and commercial issues and real estate matters.

In addition to acting as neutrals in disputes, our attorneys have extensive experience representing our clients in mediation, arbitration, dispute resolution boards, early neutral evaluations, mini-trials, and other forms of litigation alternatives. Please contact Bill or Mike at bfranczek@vanblk.com and msterling@vanblk.com for additional information.

VANDEVENTER BLACK LLP

757 446-8600 | WWW.VANBLK.COM

Announcements continued

Section of the Virginia State Bar concerns itself with all aspects of commercial and residential real estate practice throughout the state, and publishes articles and sponsors continuing education seminars of special interest to members of the Section and the Virginia State Bar. Additionally, Mr. Nusbaum has recently been elected Vice Chair of Opportunity Inc., the Hampton Roads Workforce Development Board, and was appointed by Tidewater Community College to its Workforce Development Advisory Council. He was also named by *Best Lawyers in America* as its 2014 Norfolk Public Finance Law "Lawyer of the Year." Mr. Nusbaum focuses his practice on commercial real estate transactions, economic development incentives, tax-exempt bonds for multi-family housing, industrial development and qualified 501(c)(3) projects, hospitality transactions, and alcoholic beverage licensing. His extensive experience includes the representation of owners of shopping malls, strip shopping centers, hotels and office parks in development, leasing and

management matters. He also has represented both localities and prospects in economic development projects.

Williams Mullen is pleased to announce that **Adam Casagrande** has been elected to the firm's Board of Directors and made a Vice President of the firm. Mr. Casagrande replaces Will Old, who became Chief Legal Officer and Corporate Secretary of Dollar Tree Stores. Mr. Casagrande has been with Williams Mullen since 2002. During that time, he has become an integral part of the firm and the community, in his work as an attorney, as Head of the firm's Hampton Roads Regional Market and as an active volunteer in the community. In 2011, he was named by *Inside Business* to their "Top 40 Under 40." He also has been recognized by other respected ranking publications, including *Virginia Super Lawyers* and Legal Elite rankings.

• • •

The Automobile Accident Jury Trial: A Factual Novel

by Terry Davis, Esq.

Available for Purchase
at Norfolk Law Library



Proceeds benefit Norfolk Law Library

About the Author

Terry Davis received his B.A. from Virginia Military Institute and an L.L.B. from the University of Virginia. He practiced in the areas of civil litigation, insurance law and appellate practice.

Special Notice to Personal Injury Lawyers: Make it Easy on Yourself

Tired of all the phone calls from clients asking for cash? Spending too much time answering questions and sending documents to the national lenders? I provide immediate cash upon your request with:

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Accidents Happen In Seconds . . . Major Verdicts & Settlements Don't.

In October 2000, with co-counsel, we obtained the largest personal injury verdict in Virginia's history* and have regularly obtained major settlements and verdicts since. Our attorneys welcome the opportunity to work with you.

- ★ 140 Combined Years Experience
- ★ Licensed: VA, NC, WV, SC, DC, KY, MA

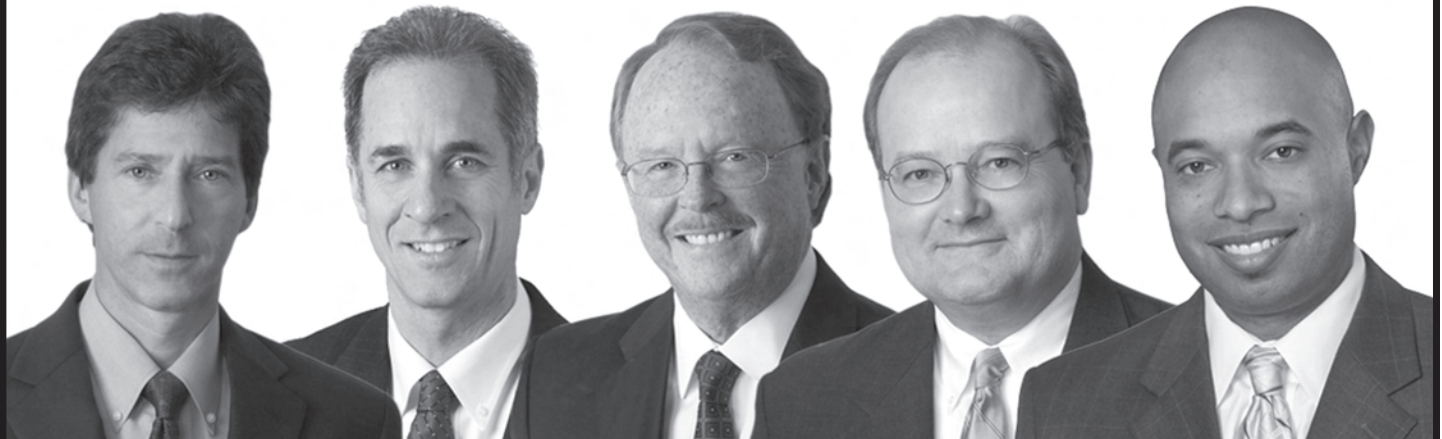
Shapiro

Favaloro

Lewis

Appleton

Duffan



Shapiro, Lewis,
Appleton & Favaloro

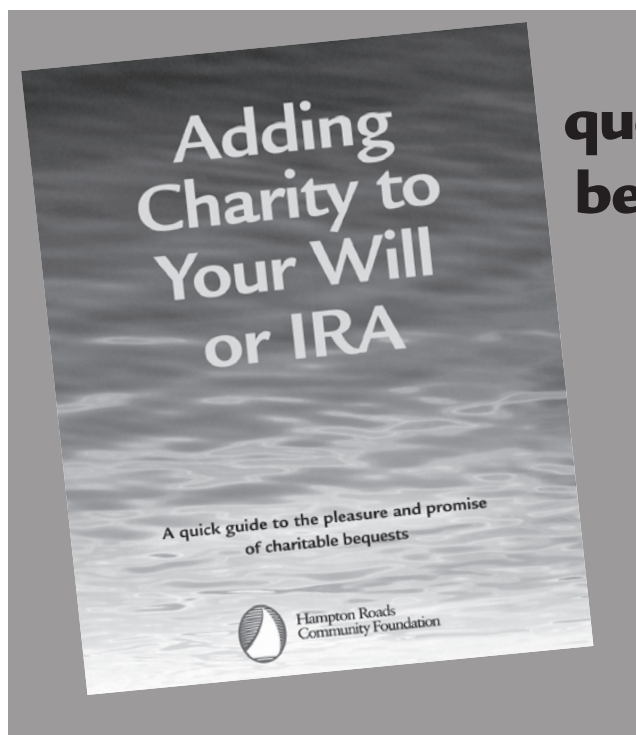
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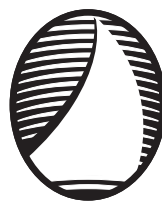


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