



The Florida Bar Out-of-State Division **State-to-State**

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Winter 2022

Out-of-State Division of The Florida Bar 2021-22 Annual Report

The lawyer as educator: Two sides of the same coin

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COVER: SUPREME COURT OF GEORGIA

The Nathan Deal Judicial Center in Atlanta houses the Supreme Court of Georgia, the Georgia Court of Appeals, and the Business Court. Dedicated in 2020, the judicial center is named after former Governor Nathan Deal. The NDJC is the first state building in the history of Georgia that is devoted entirely to the judiciary. It is located one block south of the Gold Dome, Georgia's statehouse.

Out-of-State Division of The Florida Bar 2021-22 Annual Report

The Out-of-State Division (OOSD) of The Florida Bar is pleased to provide its 2021-22 Annual Report.

The OOSD serves the interests of Florida Bar members who reside outside the state of Florida. The OOSD does not focus on any specific practice area, but rather on the common interests and needs of out-of-state Florida Bar members. Without being limiting, the OOSD services include: (1) providing a network to connect out-of-state members; (2) commenting on the proposal of laws that may result in disparate treatment of out-of-state members; (3) providing a forum for discussing issues of interest to out-of-state lawyers; and (4) supporting the development and maintenance of professional relationships between in-state and out-of-state members. The OOSD usually accomplishes these objectives by hosting networking events throughout the country, reviewing proposed legislative and policy changes for their impact on out-of-state members, and communicating regularly with members through a distributed newsletter and social media.

COVID-19 has had a significant impact on the OOSD from 2020 to the present. By its nature, the OOSD relies on meeting Florida Bar members around the country. At least two of its out-of-state events are in conjunction with the Board of Governors' annual out-of-state meeting and in conjunction with the Young Lawyers Division's out-of-state meeting. The OOSD was unable to hold live out-of-state meetings during 2020 and most of 2021.

But there were positives created by COVID-19. First, the OOSD's fund balance has increased since 2020 by almost \$40,000 to over \$111,000. Two reasons for the increase were the OOSD's share of Florida Bar investments and a significant cost-savings due to the inability to hold live events, thus saving the cost of



Lawrence (Larry) H. Kunin

President's message

travel and event expenses. In essence, the OOSD's fund balance increased for a bad reason—it is good to have more money, but it was due to a limited ability to serve its networking function.

Second, presumably due to the inability to interact with other lawyers generally, the OOSD received record interest from out-of-state lawyers who wanted to become involved in the OOSD. This included in-person

interest at the first live meeting in two years held in conjunction with the Board of Governors in October 2021 in Asheville, North Carolina. In fact, one new participant traveled from Raleigh, N.C., to attend the event in Asheville. At the OOSD's most recent Zoom meeting, we had even more participation than usual by out-of-state lawyers. One participant is a Florida Bar lawyer living in Saudi Arabia.

Two Asheville participants are worthy of specific mention. The Board of Governors and OOSD were honored to have the participation of Kirk G. Saunooke, chief judge of the Cherokee Court of the Eastern Band of Cherokee Indians, and Robert O. Saunooke, a Florida Bar lawyer who practices Indian law and represents several Native American Indian tribes.

There are currently more than

Are you feeling lonely, isolated, fearful, anxious, depressed, or otherwise struggling as a result of the pandemic?

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PRESIDENT'S MESSAGE

from preceding page

15,000 members of The Florida Bar who reside outside of Florida. Members live in every state of the U.S. and each of its territories, as well as in 52 countries around the world. The OOSD's current dues-paying membership is 925.

The OOSD has an Executive Council composed of the following officers and members: president, president-elect, immediate past president, secretary, treasurer, the four out-of-state representatives to the Board of Governors, and six at-large members.

In 2021-22, a new member was added to the Executive Council, Lauren Bingham, who is with the U.S. Department of Justice. It is unusual for the OOSD to have the involvement of a government lawyer, and thus Lauren's addition is a significant positive for the OOSD.

Other members of the OOSD

Executive Council include residents of Georgia, New York, Ohio, Washington, D.C., Virginia, Tennessee, Illinois, and Oregon. Interested new members include residents of North Carolina and Pennsylvania, as well as already-represented states.

CLE sales remain strong and are a source of revenue in addition to dues. The OOSD is currently planning updated ethical, technology, and professionalism CLEs to be rolled out in March and April.

The OOSD continues the electronic distribution of its quarterly newsletter, *State-to-State*, to all Florida Bar members residing outside of Florida under the direction of our Information Committee chair, Don Workman of Washington, D.C. Each edition of *State-to-State* features an in-depth review of the latest actions taken by The Florida Bar Board of Governors and multiple articles of importance to out-of-state member interests. As a reminder to everyone reading this report, articles may be submitted by any Florida Bar member, and is a way to quickly reach the more than 15,000 recipients of the newsletter.

As further contact, the OOSD is on Facebook and Twitter at #OOSD-DidYouKnow and @TFBOutOfState.

A special thank you goes to the OOSD Bar administrator, Emily Young, whose assistance and guidance is invaluable.

The OOSD also thanks its officers, members of the Executive Council, its four representatives to the Board of Governors, and all out-of-state Florida Bar members that have made this year successful. The OOSD looks forward to providing more benefits to out-of-state members in future years and continuing to collaborate with other sections and divisions of The Florida Bar.

During its March meeting held via Zoom, the OOSD Executive Council discussed CLE sales and plans for upcoming meetings and events, as well as budgets and travel arrangements to increase live events as we come out of COVID-19 restrictions.

The next meeting is planned live at the Annual Florida Bar Convention to be held in Orlando in June.

The legal profession is moving to .law

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Division News

Mark your calendar



2022
Mar. 31
Jun. 22-25

Legal Ethics in Our Changing World: What's New, What's Not (CLE 5781, Webcast)

March 31, 2022 • 12 noon – 1 p.m. Eastern
Presenter: Timothy Chinaris

Annual Florida Bar Convention

June 22-25, 2022
Signia by Hilton Orlando Bonnet Creek
Orlando, Florida

JOIN THE OOSD NOW!

Not a member of the Out-of-State Division?

Join now!

Membership in the division is just \$35 and provides a number of valuable benefits to out-of-state attorneys, including discounts on CLE registration, a free annual ethics CLE, and opportunities to network with other Florida lawyers. Join now! Invite a colleague!

For more information, please contact:

Anais Mary Taboas, Chair
Membership Growth Strategy Committee
anaistaboas@gmail.com

Emily K. Young
Program Administrator
eyoung@floridabar.org

Mission of the Out-of-State Division

The purpose of the Out-of-State Division of The Florida Bar is to provide an organization for all Florida Bar members who reside outside of the state of Florida. The division focuses not on any specific practice area, but rather on the common interests and needs of out-of-state Florida Bar members as a whole. The division works toward the goal of ensuring equitable treatment for in-state and out-of-state Florida Bar members. This is accomplished through education, legislative, and administrative review; the production and update of a website for division members and the public at large; and the publication of a newsletter sent to the division's membership.

Welcome, new members!

I would like to take this opportunity to welcome our new members and encourage all members to get more involved with the Out-of-State Division. The OOSD has had new members join us during our last several meetings, which we hope is a trend that will continue at future meetings. Whether you are a new member or not, please take the next step to get more involved with the OOSD by attending our upcoming meetings, assisting with our social media efforts, and participating in one of our committees. In particular, I would like to encourage all members to participate in our CLE committee and help in the planning of a CLE designed for out-of-state Florida attorneys. The OOSD usually likes to plan CLEs that are of interest to out-of-state attorneys and that help out-of-state attorneys get needed CLE credits (like technology credits). If you are interested in



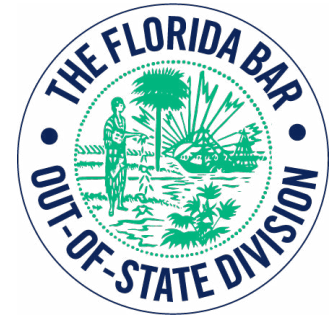
Brandon L. Wolff

President-elect's message

planning a CLE, please reach out to me at brandonleewolff@gmail.com.

I also encourage you to take that first step of getting involved by attending our next in-person meeting during the Annual Florida Bar Convention in June in Orlando. Later this year and in 2023, we will have our out-of-state meetings. At each of our out-of-state meetings, we have

unique CLEs and host great networking receptions. You should especially take advantage of the unique opportunity to interact with leaders of The Florida Bar at our annual joint meeting with the Board of Governors. If you have any questions, please reach out to me or any of our executive council members. I look forward to hearing from you and meeting you at an upcoming meeting.



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The lawyer as educator: Two sides of the same coin

by S. Andrew Ostapski and Trent L. Coggins



A. OSTAPSKI



T. COGGINS

The public generally regards the local attorney as a learned member of the community who skillfully unravels legal predicaments. In that sense, the attorney serves as a counselor at law. A lawyer's knowledge also extends to developing strategies to cope with the challenges of everyday life that the law impacts.

Very few lawyers see themselves as general practitioners, capable of addressing all legal issues. They specialize

in certain areas such as bankruptcy law, criminal law, or family law to hone their particular skills. Some lawyers have an obsessive compulsion to absorb seemingly incongruous information simply because it is interesting. A respected attorney is seen as an effective problem solver who uses personal knowledge, research from multiple disciplines, and the knowledge base of recognized experts to achieve the desired results.

So, as the years pass and cases are concluded, this process continues pretty much the same. A legal issue is presented. Research is done. An action is taken. These steps share a commonality. The lawyer is obliged to explain thoroughly to the client the circumstances of the case. This obligation transforms the attorney into an educator. Sometimes, clients are willing to listen and learn. Other times, they, just like some school children, may not be ready to accept the offered knowledge. A lawyer's hidden power as educator presents itself when clients actually adapt themselves according to the advice of their counselor at law.

After a few decades of intense lawyering, the practitioner may yearn for a work environment conducive to less redundancy and more stress reduction. Imagine not having, yet again, to draft another motion to compel or to struggle past midnight in preparation for trial in the morning.

There is an available exit door for either a career change or a part-time diversion. A juris doctor degree can be used in an academic setting as legal counsel, administrator, or educator. School boards and institutions of higher learning rely on legal counsel to navigate the complexities of education law. Attorneys serve as headmasters in private schools or work as deans of students, EEOC compliance officers, HR directors, and even presidents of public and private educational institutions.

The focus, here, is to examine the role of lawyer as educator in a post-secondary school setting. Attorneys of some renown may find themselves returning to the petri dish of law school, where they learned to think like lawyers. An academic appointment usually consists of teaching, research, and service to the school, profession, or community. This environment may be so intense that it is very difficult to see it as a respite from actual law practice. An alternative in that setting would be to work as a clinical instructor teaching students legal writing; trial skills; alternative dispute resolution; and practice areas such as bankruptcy, criminal law, juvenile law, immigration, and domestic relations. That set of duties catapults the attorney back into the practice of law.

So, what other alternatives exist for the lawyer as educator? Three college venues may offer irresistible opportunities, depending on the attorney's interests and skills. The political science department may have a paralegal program, which usually is

headed and staffed by attorneys. This experience is less intensive than the law school curriculum, but it covers many of the same subjects such as legal writing, document preparation, and the knowledge and skills needed for various areas of law practice such as domestic relations and tort law. The department also utilizes lawyers to teach fundamental courses such as the legal system, constitutional law, and the administrative processes at the state and federal levels. In addition to teaching, members of the department are expected to provide service to the college and the community and to publish articles in refereed journals. The content of research published in refereed journals is subject to review by peers, the editorial board, or subject-matter experts for accuracy and quality. Prior to acceptance, the paper may be revised several times to meet the stated requirements for publication. The urgency to publish is less demanding than the time given to file an appellate brief. But the lawyer-educator cannot ignore the serious outcome that failure to publish will ensure a brief academic career.

Some attorneys find stimulation in discussing dilemmas that arise in everyday life. The philosophy department engages attorneys as instructors in courses that explore ethical arguments or the use of logic to solve pressing issues. Lawyers may teach medical ethics, business ethics, professional ethics, basic logic, and topics such as personal or societal responsibility. As with political science, the philosophy department requires its members to stay active in the profession by publishing in refereed journals and engaging in service.

Many lawyer-educators, especially attorneys with commercial practices, find that the best fit is in a college of business. They may find themselves housed in the accounting department with accountants as their fellow professionals who teach students the

EDUCATOR

from preceding page

essentials of their craft. Lawyers usually teach tax and business law courses to undergraduates and graduate students pursuing an MAcc or MBA degree.

Depending on how a college of business is organized, many legal educators become members of the management department. In that capacity, they may teach law courses in the legal environment, business law, employment, health care, entrepreneurship, real estate, international business, and personal financial management. The management department is a natural home for lawyers because the basic management degree, by its nature, embraces a broad spectrum of business theories, analytics, and applications in various business settings.

Many business schools aspire to be accredited by the Association to Advance Collegiate Schools of Business (AACSB), which supports quality business education with assurance of learning reporting requirements. To maintain their academic status, faculty members must perform research, teaching, and service as stipulated by their college of business in accordance with AACSB standards. Somehow, all these requirements begin to feel like the pressure of law practice without the benefit of commensurate pay. The starting salary hovers around what a junior associate with no experience would earn. Some attorneys may prefer adjunct status, which allows them to merely teach one or two courses each academic term. Be forewarned that the only reward is having the satisfaction of engaging with students because your professional efforts are valued at about \$3,000 to \$5,000 per course. That payment is more like an honorarium than a salary.

Another option for the lawyer as educator is teaching full or part time at a community college or technical school. Two-year schools such as these enlist professionals to serve in academic capacities, both teaching and

administrative. Lawyers with strong communication skills may teach English composition or public speaking. They may also teach government, ethics, the legal environment of business, and business law. There is no pressure to publish. Teaching and service to school and community are valued as the practical application of academic skills. The full-time salary is significantly more than an honorarium but considerably less than an appointment at a four-year college. One gains an immense sense of satisfaction in the teaching experience and the personal connection it creates.

This personal reward may be diminished by online learning, which exists at all levels of education. The lawyer-educator must be willing to learn how to use the online teaching platform, which is usually intuitive but, sometimes, frustrating to handle. The students need to be continuously engaged or the instructor may find that their students have ghosted them even though their personal icons still appear online. Nothing is quite so discouraging as teaching online when no one is actually there. The other disappointment is that many students also conveniently abandon ethics when it suits them. Online cheating without an internet proctor is rampant and can discourage attorney-educators who value moral principles. Yet, this negative circumstance can be an opportunity for educators to teach students the values of honor and integrity, despite the negative influences throughout our current culture and society.

Some lawyers may find a somewhat unexpected additional benefit to their work as an instructor: continuing legal education (CLE) credit. Most states, including Florida, provide CLE credit for teaching law school, graduate, or undergraduate courses. (See CLER 5.10(b)). Additionally, attorneys who write published academic articles, books, or even chapters in books may be eligible for CLE credit based on their work. (See CLER 5.10(c)). An attorney simply submits the course material for the course taught or the publication authored to the authority controlling continuing education for the licensing state. Upon review, the

attorney may be awarded credit by the controlling authority satisfying all, or a portion, of the attorney's CLE requirements for the given period.

Attorneys, at some point in their careers, may decide to look at the other side of the coin and become the educators that practicing law has transformed them to be. There is no substitute for the look on a student's face when a lack of knowledge gets replaced with the knowing smile of understanding what previously was unknown. Wouldn't it be nice if your law clients were as knowledgeable as your students at the end of their course with you?

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The Practice Resource Center of The Florida Bar

LEGAL *fuel*

Have you visited [LegalFuel](#) lately?

LegalFuel is the Practice Resource Center of The Florida Bar. It offers a wealth of information on starting a law firm, practice management, technology, finance, and more. More than 150 free CLEs are available on the website.

The [Committee on Technology](#) interacts regularly with LegalFuel to assure that technology tools and educational assistance concerning technology and the law are readily available to Florida lawyers. This year the committee is focusing on cybersecurity and is putting together a Cybersecurity Toolbox, which can be accessed [here](#).

You can assist us with our mission by informing the members of your committee, section, voluntary bar association, or Inn of Court about LegalFuel and the free resources it provides. You can also help us improve the site by alerting us to new topics we can cover.

We also welcome partnerships with other sections, committees, sections, or organizations. If you have an idea for partnering on an article, CLE, or other resource, please contact committee chair Beau Blumberg at bblumberg@deutschblumberg.com.

Thanks,
Beau Blumberg, Chair
Standing Committee on Technology

LegalFuel: The Practice Resource Center of The Florida Bar

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Can law practice management software help you take your firm to the next level?

by Audrey J. Ehrhardt



A. EHRHARDT

Are you looking for a better way to consistently execute your workflow and manage your cases on a weekly, if not daily, basis? Did you know there are law practice management software programs that can help firms stream-

line legal practice management, client relationship management, and potential client intake? There are!

And the best part? By utilizing this form of technology, attorneys and staff can focus on what truly matters: the clients! Accessible on Macs, PCs, iPhones, Androids, and tablets of all kinds, there are numerous features for you to explore that are intended to make law firm processes more efficient.

Law practice management software tools can allow for firm team members to collaborate with matter-centric conversations. When it is used consistently, everything is easy to find as all case-related materials are in one place. The task management features allow for the

organization and delegation of tasks, setting of deadlines, and tracking of work in progress, all of which facilitates tasks getting done faster.

The time, billing, and expense features that the majority of cloud-based software systems offer can seem life-altering to those who dread the end of the month and manual entry of billable hours. Document management and electronic signature features allow for the automation of your documents by quickly creating them from pre-saved templates and encouraging clients to quickly complete necessary documents with ease through the ability to e-sign documents. Plus, many of the software companies today are focusing on ways to streamline client intake. The client relationship management features in a number of the cloud-based tools can allow you to maximize the value of your contacts through contact management where you can track lead sources, referrals, and also the estimated value of a case.

The important first step is to commit to learn more about how law practice management software can help you maximize your business productivity. Unfortunately, there is no one perfect legal software out there

today. Believe me, if there were, we would all be using it. The best step forward you can take for yourself and the growth and success of your law practice is to find the one that works for you.

What should be your next steps? Here are a few you can use right now:

- Inventory what you need right now.
- Make a list of your questions, including what you think could make your firm even better.
- Take a look at the software options out there.
- Read all you can about them before you contact the vendors.
- Pick your top choices and decide to dive in.
- Use the trial period, when it is available.

While I know this can be challenging, there is light at the end of the tunnel. Think about what you need to unlock the true potential of law practice management software in your law firm.

Reprinted from *The Elder Law Advocate*, winter 2022.



Need to meet your CLE requirements — for free?

Many of you may not know it, but The Florida Bar offers a large number of CLE programs **at no cost to its members**. This is especially useful to out-of-state members in states where there is not a mandatory CLE requirement. To access these programs, go to The Florida Bar's website (www.flabar.org) and click on the "CLE" tab in the upper right-hand corner. Scroll down to "Online Courses" and click on "Catalog of Courses." That brings you to a list of offered programs. If you click on either "Discounted or Reduced Price Programs" or "Law Practice Management," you will see more than 30 hours of free online course offerings. That, combined with the free ethics tape the OOSD provides, should pretty much let you fulfill your CLE requirements.

Division News

2022 Report of Nominating Committee

Proposed officers and executive council members

The Nominating Committee, composed of Lawrence (Larry) H. Kunin, Natasha B. Dorsey, and Donald A. Workman, files this report and recommended slate of executive council members and proposed officers for consideration at the Out-of-State Division's annual meeting. In accordance with the division's bylaws, nominations from the floor may supplement the recommendations of the Nominating Committee. The following persons noted in bold are proposed to serve in their respective offices as noted:

EXECUTIVE BOARD NOMINATIONS:

Brandon L. Wolff (New York, N.Y.)	President
Anais Mary Taboas (Washington, D.C.)	President-Elect
Mindi Wells (Columbus, Ohio)	Secretary
Joy Heath (Raleigh, N.C.)	Treasurer
Lawrence (Larry) H. Kunin (Atlanta, Ga.)	Immediate Past President

EXECUTIVE COUNCIL (INCLUDING EXECUTIVE BOARD):

Term Expires

Brian D. Burgoon (Atlanta, Ga.)	BOG Member	
Eric L. Meeks (Cincinnati, Ohio)	BOG Member	
E. Duffy Myrtetus (Richmond, Va.)	BOG Member	
Donald A. Workman (Washington, D.C.)	BOG Member	
Tiffany N. McKenzie (Atlanta, Ga.)	At-Large Member	2023
Natasha B. Dorsey (Chicago, Ill.)	At-Large Member	2023
Lauren C. Bingham (Washington, D.C.)	At-Large Member	2023
W. Bard Brockman (Atlanta, Ga.)	At-Large Member	2024
Timothy P. Chinaris (Nashville, Tenn.)	At-Large Member	2024
Adam J. Ouellette (Columbus, N.C.)	At-Large Member	2024

Standing committee chairs will be appointed by the president for the following standing committees, pursuant to Art. 5 of the OOSD's bylaws: CLE; Information; Budget; and Multi-State Practice. Special committees are approved by the president with the concurrence of the Executive Council, and the chair of each committee and special committee appointed by the president shall also be a member of the Executive Council.

The Nominating Committee also acknowledges the recommendations of its members that greater diversity in terms of geography, gender, etc., should be a continuing consideration in identifying prospective candidates.



Florida Lawyers Helpline

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Board of Governors' update

We want you to stay informed on actions taken by The Florida Bar Board of Governors. So, here is the latest Board of Governors' update.

The Florida Bar Board of Governors met on December 3, 2021. The board's [major actions](#) and reports received included:

- Second District Court of Appeal Chief Judge Robert Morris, who chairs the Workgroup on Improved Resolution of Civil Cases, reported that the Supreme Court will soon be weighing a 184-page report that recommends major changes to the way Florida resolves some 2 million civil cases a year. [See Bar News story here.](#) Judge Morris urged board members to study the report carefully and be prepared to respond during the anticipated public comment period.
- The Special Committee for the Review of Professionalism in Florida reported on their activities to the board and said that they expect to present final recommendations to the board in March 2022. The 20-member panel has been meeting regularly to conduct a comprehensive review and recommend ways to improve the definition, education, and enforcement of professionalism.
- The Special Committee is also considering proposals that range from new Florida Bar-produced CLE and a new professionalism resource website to protocols that would make the state's local professionalism panels function more uniformly. [Read more about their work in the Bar News.](#)
- **Tech helpline** – The board approved the Tech Support Helpline as a new benefit for Florida Bar members under a one-year agreement with Law Tech Partners after a successful beta test earlier this year. The [test included](#) detailed reports of service calls, response times, and user surveys. The Tech Support Helpline is slated to launch in January and will operate substantially as it did in the beta test.
- **Family Law Rules Committee proposal** – The board voted to recommend approval of a Family Law Rules Committee proposal that, under certain circumstances, would allow divorcing parties to waive the filing of financial affidavits. The committee proposed the amendments over the objection of the Family Law Section, said Cory Brandfon, who headed a Family Law Rules Committee panel that developed the proposal. The proposal has been under consideration for three years. [Learn more about the proposal in the Bar News.](#)
- **Animal Law Section legislative request** – The board also voted not to approve an Animal Law Section request to advocate in favor of legislation to ban the retail sale of pets. The board's Legislation Committee had recommended against approval based on the potential for raising a "deeply divisive issue." [Read more in the Bar News.](#)
- **Advertising appeal** – In addition, the board voted to affirm a Standing Committee on Advertising decision that the use of a client who is a law enforcement officer to provide testimonials in advertisements, where the client identifies himself as a law enforcement officer, violates Rule 4-7.15(b), which prohibits advertisements that "use an authority figure, such as a judge or law enforcement officer ... to endorse or recommend the lawyer or act as spokesperson for the lawyer."
- **Supreme Court Special Committee to Improve Delivery of Legal Services** – The board unanimously rejected the Supreme Court's Special Committee to Improve the Delivery of Legal Services recommendation for a legal lab and approved some other recommendations from the special committee. The board endorsed the idea of allowing legal aid organizations to organize under Bar rules as nonprofit corporations, and to have nonlawyer members on their boards of directors. These changes would, among other things, conform the rules to those used for federal funding for their activities. The board also accepted a stripped-down version of the recommendation to allow Florida registered paralegals to provide more legal services under lawyer supervision. [Read more about the recommendations and actions of the board regarding the special committee recommendations in the Bar News.](#)
- **New member benefits** – In other action, the board approved two additions to The Florida Bar Member Benefits Program, which should become available in the first quarter of 2022:
 - » Discounted access to YMCA programs statewide, including the waiving of a \$100 joining fee and 10% savings on monthly membership fees at participating locations.
 - » Tracers, a legal search engine. Florida Bar members would receive a 10% discount that applies to both one-time search purchases and subscription fees.

Join us in getting together again!



D. WORKMAN

It is great to be together again! OOSD President Larry Kunin talks more about being together on page 3. In his message he provides a thorough briefing on the 2021-22 year of the Out-of-State

Division. Larry also describes the many ways you can be involved.

Help us to help you and participate in the Out-of-State Division. By doing so, you'll help other out-of-state lawyers wherever they are around the world. We've mentioned in the past the reach of the OOSD. We're here to help you wherever you practice. And we'd love to meet you. The result should be a win-win for everyone. We challenge you to think of new ideas on how the OOSD can continue to improve services to Florida lawyers practicing out of state.

The Florida Bar provides great support and opportunities for its members. Our OOSD president, the other officers, and executive council members are here to support the needs of out-of-state Florida Bar members. President-Elect Brandon

Wolff provides his insights on being a part of the Out-of-State Division in his article, "Welcome, new members!" on page 6. Brandon also discusses CLE and committee opportunities in the OOSD.

Please feel free to contact the OOSD leadership. On page 5, you'll find the mission of the Out-of-State Division, and on page 15, you'll find a list of officers and executive council members. The Out-of-State Division is here to help you turn our shared interests into a strong professional practice. We're not shy—we want to help your practice.

Your Out-of-State Division continues to plan gathering and networking opportunities for you, including virtually. We also look forward to seeing you at one of the local receptions or at OOSD meetings. Our next in-person meeting will be in June at the Annual Florida Bar Convention in Orlando. Please join us!

One of our principal means to communicate with you is through our publication, which continues to grow. And we'd like even more! You'll see throughout the *State-to-State* our requests for contributing authors. We feature articles from members in Florida and elsewhere who share

ideas and articles of interest to out-of-state members. Our contributing authors appear prominently, and we include the information you'd like others to read about your practice. We continue to look for ways to enhance the *State-to-State* and to provide more development opportunities. We have two goals here: to present your ideas to a broad audience and to introduce the readers to you. We want to help your practice.

Please send us your articles and we'll get you published as quickly and as often as we can. And by all means, please let us know how we can serve you better. Feel free to contact me at dworkman@bakerlaw.com or by telephone at 202/861-1602.

Please visit the updated Out-of-State Division website at flabaroutofstaters.org. It contains a number of new features in an easier-to-use format. You also can search for and view articles on the website. You should receive a link to each edition of the newsletter that allows you to view the edition online in color at your desk or on your mobile device. Check it out! You can also find us on Twitter@TFBOutofState and Facebook @TheFloridaBarOutofStateDivision.

And most important—please join and get involved!



State - to - State

THE PUBLICATION OF THE OUT-OF-STATE DIVISION OF THE FLORIDA BAR

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State-to-State is devoted to Florida and multi-jurisdictional legal matters. It is editorially reviewed and peer reviewed for matters concerning relevancy, content, accuracy, and style. *State-to-State* is sent electronically to approximately 15,000 legal practitioners throughout the United States. Statements or expressions of opinion or comments appearing herein are those of the contributors and not of The Florida Bar or the division.

The deadline for the **SPRING 2022** issue is **APRIL 30, 2022**. Articles should be of interest to legal practitioners with multijurisdictional practices. Please submit articles in a Word format via email to Don Workman, dworkman@bakerlaw.com. Please include a brief biography with contact information and a photograph of the author. If a digital photo is not available, please mail a print to The Florida Bar, OOSD, 651 East Jefferson Street, Tallahassee, FL 32399-2300.

Author! Author!

The Out-of-State Division offers its membership a valuable forum for the exchange of information on legal issues affecting our interstate practices. To be truly effective, it is essential for a large cross section of our members to contribute articles, news, and announcements to this newsletter.

For those of you who would like to see your work in print, the rules for publication are simple: The article should be related to a subject of general interest to legal practitioners with multijurisdictional practices. Articles focused on your home state are less appealing than issues impacting a number of jurisdictions.

Please send documents in MS Word format via email to Don Workman, dworkman@bakerlaw.com.

Please help your colleagues to get to know you by including a brief biography with contact information, and include a head and shoulders photograph. Your photo and bio will be kept on file and need only be submitted once.

Contributing authors

The Out-of-State Division appreciates the articles submitted for this edition by our contributing authors. They can serve as a resource to fellow division members who might have a question regarding these authors' areas of expertise or if a referral is needed.

Trent L. Coggins is an instructor of business law at the Harley Langdale, Jr., College of Business Administration at Valdosta State University. Prior to teaching, he spent 20 years in private practice in the areas of real estate, estate planning, corporate law, business law, and contracts. Mr. Coggins earned the JD from Mercer University and is currently pursuing the LLM in business transactions from the University of Alabama. He can be reached at 229/245-2248 or tcoggins@valdosta.edu.

Audrey J. Ehrhardt, Esq., CBC, builds successful law firms and corporations across the country. A former Florida elder law attorney, she is the founder of Practice42 LLC, a strategic development firm for attorneys. She focuses her time creating solutions in the four major areas of practice development: business strategy, marketing today, building team, and the administrative ecosystem. Join the conversation at www.practice42.com.

Matthew L. Kahl is a past president of the Out-of-State Division and also serves as associate editor of State-to-State. He focuses his practice on real estate, creditor rights, and regulatory compliance. He can be reached at 503/598-5548 or matthew.kahl@jordanramis.com.

Lawrence (Larry) H. Kunin is president of the Out-of-State Division. He is a partner in the litigation practice of Morris, Manning & Martin LLP and serves as chair of the firm's technology and intellectual property litigation practice. He can be reached at 404/504-7798 or lkunin@mmmlaw.com.

Catherine Peek McEwen is a U.S. bankruptcy judge for the Middle District of Florida, Tampa Division, and is co-chair of The Florida Bar Pro Bono Legal Services Committee. One of Judge McEwen's mantras is that "judges admire pro bono volunteers."


S. Andrew Ostapski, an out-of-state member of The Florida Bar, is professor of business law at Valdosta State University, Valdosta, Georgia. Valdosta State University's Harley Langdale, Jr., College of Business Administration is AACSB accredited, among 5% of business schools worldwide. Mr. Ostapski can be reached at 229/249-2622 or sostapsk@valdosta.edu.

Brandon Lee Wolff is president-elect of the Out-of-State Division. He practices commercial litigation and employment litigation at Kaufman Dolowich & Voluck LLP in New Jersey, New York, Florida, and the District of Columbia. He holds leadership positions with the ABA YLD (treasurer), NJSBA YLD (secretary), NYSBA YLS (chair-elect), and serves as an out-of-state representative on The Florida Bar YLD's Board of Governors. He can be reached at 215/932-6858 or bwolf@kdulaw.com.

Donald A. Workman, an OOSD past president and State-to-State editor, is a partner in the Business Group and head of BakerHostetler's bankruptcy and creditors' rights practice in the Washington, D.C., office. His practice areas include business bankruptcy, creditors' rights, debtor reorganizations, general insolvency, stockbroker liquidations, and commercial litigation. He can be reached at 202/861-1602 or dworkman@bakerlaw.com.

Become a contributor!
See submission information
on page 13.

Stay connected with the Out-of-State Division

 **Twitter:** @TFBOutOfState

 **Facebook:** <https://www.facebook.com/TheFloridaBarOutOfStateDivision>

OUT-OF-STATE DIVISION EXECUTIVE COUNCIL

President

Lawrence (Larry) H. Kunin
Morris Manning & Martin LLP
3343 Peachtree Road NE, Ste. 1600
Atlanta, GA 30326-2400
404/233-7000
lkunin@mmmlaw.com

President-Elect

Brandon L. Wolff
Kaufman Dolowich & Voluck
40 Exchange Place, Floor 20
New York, NY 10005-2701
917/244-9350
bwolff@kdvlaw.com

Treasurer

Anais Taboas
3333 K Street NW
Washington, DC 20007-3500
305/528-2811
anaistaboas@gmail.com

Secretary

Mindi Wells
P.O. Box 163456
Columbus, OH 43216-3456
614/702-7473
m-wells@onu.edu

Immediate Past President

Cullan E. Jones
Ford & Harrison LLP
1300 19th Street NW, Ste. 700
Washington, DC 20036-1650
813/261-7810
cjones@fordharrison.com

Board of Governors Members

Brian D. Burgoon
Burgoon Law Firm LLC
691 John Wesley Dobbs Avenue NE,
Unit Z
Atlanta, GA 30312-1668
404/260-5147
burgoon@burgoonlaw.com

Eric L. Meeks
Meeks Law Firm Inc.
P.O. Box 8098
Cincinnati, OH 45208-0098
513/826-0229
emeeks@meekslawfirm.com

E. Duffy Myrtetus
OOSD Liaison to BOG
Eckert Seamans Cherin & Mellott
LLC
919 E. Main Street, Ste. 1300
Richmond, VA 23219-4624
804/788-7749
edmyrtetus@eckertseamans.com

Donald A. Workman
Baker Hostetler LLP
1050 Connecticut Avenue NW,
Ste. 1100
Washington, DC 20036-5318
202/861-1602
dworkman@bakerlaw.com

At-Large Members

Terms Expiring 2022

W. Bard Brockman
Bryan Cave Leighton Paisner LLP
1201 W. Peachtree Street NW,
Floor 14
Atlanta, GA 30309-3471
404/572-6600
bard.brockman@bclplaw.com

Timothy P. Chinaris
P.O. Box 120186
Nashville, TN 37212-0186
904/295-7395
tchinaris@chinarislaw.com

Matthew L. Kahl
Jordan Ramis PC
Two Centerpointe Drive, Floor 6
Lake Oswego, OR 97035-8618
503/598-5548
matthew.kahl@jordanramis.com

At-Large Members

Terms Expiring 2023

Lauren C. Bingham
U.S. Department of Justice,
CIV-OIL-DCS
Ben Franklin Station
P.O. Box 868
Washington, DC 20044-0868
202/616-4458
lcbingham@gmail.com

Tiffany McKenzie
Bryan Cave Leighton Paisner LLP
1201 W. Peachtree Street, Floor 14
Atlanta, GA 30309-3449
404/915-0980
tiffany.mckenzie@bclplaw.com

Program Administrator

Emily K. Young
The Florida Bar
651 East Jefferson Street
Tallahassee, FL 32399-2300
850/561-5650
eyoung@floridabar.org

CLE Committee

Natasha B. Dorsey, Chair
753 S. Kearsage Avenue
Elmhurst, IL 60126-4422
239/410-8622
natashadorsey11@gmail.com

Information Committee

Donald A. Workman, Chair
Baker Hostetler LLP
1050 Connecticut Avenue NW,
Ste. 1100
Washington, DC 20036-5318
202/861-1602
dworkman@bakerlaw.com

Membership Growth Strategy Committee

Timothy P. Chinaris, Chair
P.O. Box 120186
Nashville, TN 37212-0186
904/295-7395
tchinaris@chinarislaw.com

Multi-State Practice Committee

Timothy P. Chinaris, Chair
P.O. Box 120186
Nashville, TN 37212-0186
904/295-7395
tchinaris@chinarislaw.com

Social Media Committee

Matthew L. Kahl, Chair
Jordan Ramis PC
Two Centerpointe Drive, Floor 6
Lake Oswego, OR 97035
503/598-5548
matthew.kahl@jordanramis.com

Membership Application for ***The Florida Bar Out-of-State Division***

THE FLORIDA BAR
OUT-OF-STATE DIVISION



www.flabaroutofstaters.org

More than 10 percent of Florida Bar members reside outside the state of Florida.

Although the division represents the interests of all lawyers outside the state, active participation in the division requires an election on the annual dues statement and, of course, the payment of dues (only \$35).

Membership in this division will provide a forum for communication and education for the improvement and development of your practice through:

- Reduced fees for division-sponsored continuing legal education programs
- A newsletter especially designed for out-of-state practitioners
- A ready network for referrals and access to information through regional coordinators
- A web page especially designed for out-of-state practitioners
- An annual free online ethics CLE

To join, make your check payable to The Florida Bar and return your payment in the amount of \$35 with this completed application form to:

**Out-of-State Division
The Florida Bar
651 E. Jefferson Street
Tallahassee, FL 32399-2300**

Membership will expire June 30. Dues will not be prorated.

To learn more, visit our website at www.flabaroutofstaters.org, or contact the program administrator at eyoung@floridabar.org.

Membership Application for **The Florida Bar Out-of-State Division**

Choose one:

- ☐ OS Member Division Dues (Item number - 8161001)
- ☐ OS Affiliate Division Dues (Item number - 8161002)

Name: _____ Florida Bar Number: _____

Firm: _____

Office Address: _____

City/State/ZIP: _____

Email: _____

THE FLORIDA BAR – OUT-OF-STATE DIVISION

APPLICATION FOR STUDENT MEMBERSHIP

Of the more than 100,000 members of The Florida Bar, more than 14,000 members reside and/or practice outside Florida. The Out-of-State Division of The Florida Bar represents the interests of all Florida lawyers residing and/or practicing outside the state.

The Out-of-State Division seeks to keep its members informed of recent developments that could impact their practice as out-of-state Florida attorneys. Further, the division promotes opportunities to network—both socially and professionally—with other out-of-state Florida attorneys. Membership in the division provides access to the division’s newsletter (*State-to-State*), the division's website (www.flabaroutofstaters.org), division-sponsored continuing legal education programs, and division meetings.

Student membership in the division will:

- ✓ Afford an opportunity to network with out-of-state Florida attorneys who can offer insights on practicing law as a Florida attorney outside the state.
- ✓ Allow for communication with Florida lawyers practicing in a variety of locales nationwide.
- ✓ Provide the member with access to the division’s newsletter and website, which are designed especially for out-of-state practitioners, and an opportunity to submit articles for publication.
- ✓ Entitle the member to a reduced fee for division-sponsored continuing legal education programs.

To join, mail this completed application form to:

Out-of-State Division, The Florida Bar, 651 E. Jefferson St., Tallahassee, Florida 32399-2300.

(The application form also may be sent by email to eyoung@floridabar.org.)

Student membership will expire upon admission to The Florida Bar or one year after graduation from law school, whichever occurs first. There is no membership fee for students.

NAME: _____

SCHOOL: _____

DATE OF GRADUATION (MO/YR): _____

ADDRESS: _____

PHONE: _____

EMAIL: _____

LIST CITIES/STATES IN WHICH YOU HAVE A PARTICULAR INTEREST: _____

SIGNATURE: _____ DATE: _____



Continuing Legal Education Application for Course Attendance Credit

This application is for attorneys only. FRPs need to post credit via their online profile.

The Florida Bar
Legal Specialization & Education
651 E. Jefferson Street
Tallahassee, FL 32399-2300
(850)561-5842 (Phone) (850)561-9421 (Fax)
clemail@floridabar.org

Attorney #: _____ Name: _____
Address: _____
City: _____ State: _____ ZIP: _____
Phone: _____ Fax: _____
Activity Title: _____
Sponsor Name: _____
Date and Location of Course: _____

Please attach a course brochure and/or outline which:

- (A) Fully describes the course content and level of presentation
- (B) Indicates the time devoted to each topic covered within the program
- (C) Identifies the instructors

BOARD CERTIFICATION CREDIT

Please list the area(s) of certification applicable to this activity:

For more information on The Florida Bar's Board Certification program,
visit: www.floridabar.org/certification

Total Minutes on Instruction: (excluding breaks, meals, and introductions and based on a 50-minute hour)

_____ Total Credit (Total Minutes Divided by 50 = _____ Credit Hours)
50

If requesting Ethics, Professionalism, Substance Abuse, Mental Illness Awareness, Bias Elimination, or Technology Credit, please check appropriate box below.

- | | | |
|------------------------------------------|---------------------------------------------------|-------------------------------------------|
| <input type="checkbox"/> Ethics | <input type="checkbox"/> Substance Abuse | <input type="checkbox"/> Bias Elimination |
| <input type="checkbox"/> Professionalism | <input type="checkbox"/> Mental Illness Awareness | <input type="checkbox"/> Technology |

NOTE: If you have completed the minimum number of required CLER hours, and are not seeking certification credit, please do not submit further courses for evaluation. **There is no carry over of hours in Florida from one reporting period to the next.**

***Materials submitted for CLE credit review will be discarded once the credit has been determined.
Should you wish to have your materials returned, please enclose a self-addressed stamped envelope.***

****PLEASE NOTE OUR NORMAL PROCESSING TIME IS 2-4 WEEKS.****

**THE FLORIDA BAR
OUT-OF-STATE DIVISION**



Advertise in *State to State!*

Please indicate		
Ad Size	Item number	Cost
<input type="checkbox"/> 1/4 page	(8160022)	\$250.00
<input type="checkbox"/> 1/2 page	(8160021)	\$400.00
<input type="checkbox"/> Full Page	(8160020)	\$750.00

Your advertisement may be submitted electronically as a .jpg, .tif or .pdf file, at 300 ppi or larger. Black & white camera-ready copy is also acceptable. Payment is by check only and must accompany the proposed ad and signed agreement below. There is a discount for multiple insertions.

For further information, contact Emily K. Young, program administrator, 850/561-5650 or eyoung@floridabar.org

Company Name: _____

Address: _____

Contact: _____

Phone No: (____) _____ - _____

Fax No: (____) _____ - _____

Email: _____

Signature: _____

Are you getting the most from your Member Benefits?

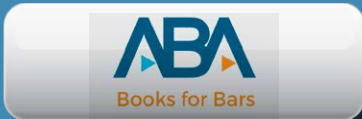
Practice Resources and Software



Internet Marketing



Legal Publications



Legal Research



Legal Forms



Mental Health and Wellness



Financial Services



Shipping



Insurance



Travel & Entertainment



Retail





THE FLORIDA BAR *Tech Helpline*

Out of State Division members,

[The Florida Bar Tech Helpline](#) is open and available as a new member benefit to assist solo and small firm lawyers with technology issues. The response from Bar members who have used the hotline has been overwhelmingly positive and is available via phone, live chat, email, or by virtual appointment.

[Visit the Tech Helpline](#)

Phone and chat support may not be immediately available, so members are encouraged to make an appointment to guarantee optimal service. Members are required to electronically [sign a Waiver & Release](#) before assistance is provided. Please be sure to read the [Tech Helpline FAQs](#). The Tech Helpline is a service coordinated by LegalFuel: The Practice Resource Center of The Florida Bar and provided by LawTech Partners.

We hope you will give the [Tech Helpline](#) an opportunity to assist you via phone, live chat, email, or by virtual appointment.

Thank you!



LegalFuel: The Practice Resource Center of The Florida Bar
651 E. Jefferson St., Tallahassee, FL 32399-2300
(p) 866-730-2020