

Stare Decisis

Following the Primerus Ideals



March 2015

A PUBLICATION OF THE PRIMERUS
YOUNG LAWYERS SECTION

In This Issue

Words to the Wise

Representation of Multiple
Clients in Civil Litigation

Effective Use of Exhibits at
the Trial Level: An Appellate
Lawyer's Perspective

YLS Member Spotlight

Quick Tips - Maximizing Your
Primerus Young Lawyers
Section Membership

Important Dates to Remember



Introduction

Abbott Jones, Esq.
Christian & Small LLP
Birmingham, Alabama

The Primerus Young Lawyers Section is celebrating its fifth year! Sometimes it is hard to believe that we have grown from just a handful of motivated young lawyers to a dynamic group of 170 members in such a short time. Our section is unique in that our membership is comprised of lawyers from every institute and practice area, every region of the United States, and many international locations as well. As a founding member of the YLS, I am thrilled and honored to serve as Chair during our fifth anniversary year!

One of the best ways to celebrate this milestone is to join and get involved (or to have the young lawyers in your firm do so). To join, a lawyer must either be under the age of 40 or admitted to practice for less than/up to seven years. Joining is easy, just email me (amjones@csattorneys.com) or Chris Dawe (cdawe@primerus.com).

You can get involved immediately by signing up for the fourth annual YLS boot camp, which is March 18-20, 2015 in San Diego, CA. The topic this year focuses on networking, branding, and rainmaking - a topic of interest for all young lawyers who aspire to make partner. Of special note, the boot camp will include personalized feedback from a branding expert on each participant's web and social media presence. This evaluation should help you build and strengthen your online brand, and you can share this information with the other lawyers in your firm upon your return. For more information, click [here](#).

You can also get involved by joining a committee. We have three active committees:

the Executive Committee, the CLE Committee, and the Newsletter Committee. The Executive Committee includes the officers, the chairs of each of the other committees, and one at-large member. If you are interested in taking on an active leadership role on this committee, contact me (amjones@csattorneys.com). The CLE Committee plans the annual boot camp event as well as several webinar events throughout the year. To join this committee, contact chairs James Whalen (jhw@lipelyons.com) and John Hemenway (jhemenway@bhpallaw.com). The Newsletter Committee puts together the quarterly *Stare Decisis* publication, which can include drafting articles, editing submissions, and recruiting writers. To join this committee or find out more about submitting an article, contact chair Emily Campbell (ecampbell@dunlapcoddling.com).

As you can see, there are a number of wonderful opportunities for you to get involved in the YLS. Our membership is as dynamic as it is diverse, and the networking potential is boundless. I look forward to seeing what the next five years bring for the YLS.

For more information on the YLS and its future events, please visit the YLS webpage at <http://www.primerus.com/young-lawyers-section.htm>. If you would like to become a member of the Primerus YLS, or if you would like to become more involved, please email Abbott Jones at amjones@csattorneys.com or Chris Dawe at cdawe@primerus.com.

Abbott Jones, Esq.
Chairperson - Primerus Young Lawyers Section

Words to the Wise

Clayton "Smithy" Curry, Jr., Esq.
Horack, Talley, Pharr & Lowndes, P.A.
Charlotte, North Carolina



This is the next in line of a series of interviews with successful senior lawyers at various Primerus member firms, offering advice to young lawyers on how to succeed and thrive.

Smithy Curry's legal practice focuses on the representation of real estate developers, investors, contractors and owners in connection with the acquisition, development and management of real estate projects, including residential subdivisions, condominiums, apartments, multi-use projects, hotels and office buildings. He feels fortunate to have established a long-lasting and ongoing working relationship with many clients by stressing the importance of transactions being closed and projects being completed.

[Full Article](#)

Representation of Multiple Clients in Civil Litigation

James H. Whalen, Esq.
Ryan A. Kelly, Esq.
Lipe Lyons Murphy Nahrstadt & Pontikis, Ltd.
Chicago, Illinois

Quick Links

- [Primerus](#)
- [What are the Primerus Ideals? The Six Pillars of Primerus](#)
- [Primerus Young Lawyers](#)

YLS Newsletter Committee

- **Emily Campbell, Chair - Dunlap Coddling (Oklahoma City, OK)**
- **Ericka Ackeret - Buchman Provine Brothers Smith (Walnut Creek, CA)**
- **Lisa Okasinski - Demorest Law Firm (Detroit, MI)**
- **William T. Medlin, IV - Horack Talley Pharr & Lowndes (Charlotte, NC)**

Submissions

To Submit Articles and News

The Newsletter Committee encourages all YLS members to submit articles, news, and information of interest for



How many times have you found yourself in the following situation?

Your client has accepted a tender on behalf of several entities that it has a business relationship with in relation to a lawsuit that is currently pending against each entity. Your client is now asking you to represent all of the entities. They have assured you that they have no problem waiving the conflict of interest and are sure that the

other entities will follow suit.



To the client, this course of action makes perfect sense. Why would they want to pay several lawyers when, instead, they can simply pay you to represent all the entities? However, attorneys must tread carefully. Despite your client's assurances that each entity will readily agree to waive all potential conflicts, such assurances are simply not good enough. Obtaining a knowing, informed waiver of this

conflict of interest is critical as both a requirement of the ethical rules and as a risk management tool in your practice.

[Full Article](#)

Effective Use of Exhibits at the Trial Level: An Appellate Lawyer's Perspective

Abbott M. Jones, Esq.
Christian & Small LLP
Birmingham, Alabama



Lawyers who spend the bulk of their time handling litigation at the trial level are so experienced at the song and dance of authenticating and admitting evidence at trial that most could probably do it in their sleep. Trial litigators are also skilled at asking the right questions of witnesses to help juries understand what various pieces of evidence mean and how they fit into the entire body of evidence presented

at trial.

Appellate lawyers typically do not see the exhibits until the trial court clerk has finished compiling the record on appeal, at which point we spend many hours poring over many hundreds or thousands (or hundreds of thousands) of pages of the entire record looking for the gems. Handling appeals for many different trial lawyers, an appellate lawyer is exposed to many varying techniques for admitting or excluding evidence from the record - the good, the bad, and the ugly.

subsequent issues. All submissions should be emailed in Word format to Emily Campbell at ecampbell@dunlapcoddling.com.

[Full Article](#)

YLS Member Spotlight

Elizabeth F. Jennings, Esq.
Beresford Booth PLLC
Edmonds, Washington



Elizabeth F. Jennings is an attorney at Beresford Booth PLLC in Edmonds, Washington, whose practice includes: estate planning & probate, trust and estate litigation, and general civil litigation.

Elizabeth is a Seattle native. She graduated from Clemson University in 2008 and from Boston College Law School in 2011. After graduating from law school, Elizabeth returned to

Washington and returned to Beresford Booth, where she had worked as a summer legal intern in 2009 and 2010.

[Full Article](#)

Quick Tips - Maximizing Your Primerus Young Lawyers Section Membership

Raymond C. Steadmon
Lane & Lane, LLC
Chicago, Illinois



It is a costly mistake to assume that your Primerus membership guarantees that you will be showered with new clients and new cases day in and day out. That is simply not the case. If you want new business, you have to work at it. Primerus provides a massive platform to assist attorneys and firms to develop and maintain that new business you desire.

There is no doubt that the best way to maximize your Primerus membership is to ensure you maximize your exposure to other Primerus members. Stay in the forefront of other Primerus members' minds. Make sure those members are always thinking about you. Discussed below are a variety of tactics that will help Primerus' Young Lawyers (and all members) gain that maximum exposure and get the most out of their membership.

[Full Article](#)

Important Dates to Remember

March 18-20, 2015 - [Young Lawyers Section Boot Camp](#)
San Diego, California

April 1-2, 2015 - [Asia Pacific Institute/Client Networking Event](#)

The American Club - Singapore

April 23-26, 2015 - [2015 Primerus Defense Institute Convocation](#)

The Ritz-Carlton - Amelia Island, Florida

May 14, 2015 - Primerus Business Law Institute Regional Symposium

Fort Worth, Texas

May 14, 2015 - Primerus Latin America & Caribbean Institute/ACC Client Networking Event

Renaissance Sao Paulo Hotel - Sao Paulo, Brazil

May 15, 2015 - South Central Regional Meeting

Fort Worth, Texas

June 5, 2015 - Northeast Regional Meeting

New York, New York

June 12, 2015 - Southeast Regional Meeting

Charleston, South Carolina

October 1-4, 2015 - Primerus Global Conference

Radisson Blu - Amsterdam, Netherlands

October 18-21, 2015 - Association of Corporate Counsel Annual Meeting

Boston, Massachusetts

**Primerus will be a corporate sponsor*

If you are a young lawyer, or there are young lawyers at your firm interested in joining the Primerus Young Lawyers Section, please contact Chris Dawe at cdawe@primerus.com.



Primerus

The World's Finest Law Firms