Put Into Practice: Risk Management Tips for Your Firm

October 18, 2017 - Asheville
October 19, 2017 - Clemmons
October 20, 2017 - Greensboro
November 3, 2017 - Concord
January 10, 2018 - Greenville
January 11, 2018 - New Bern
January 12, 2018 - Wrightsville Beach
February 9, 2018 - Cary (AM & PM sessions)
Put Into Practice: Risk Management Tips for Your Firm

Registration

Mastering Conflicts of Interest Issues

Loyalty, confidentiality, and independent judgment form the basis of every lawyer / client relationship. Join Lawyers Mutual claims attorneys as they address the conflicts of interest traps that often arise in professional malpractice cases, as well as grievance claims.

(1 hour Ethics/Professionalism CLE)

Break

Technically Speaking: Tips, Apps, Games, and Resources to Create a Fun, Efficient, and Ethical Law Practice

This program will cover tools and resources lawyers need to run their practice in compliance with the NC Rules of Professional Conduct. Core competencies covered: communicating with clients using electronic methods, efficient drafting and proofreading tools, using technology to deliver counseling, document production, depositions, & presentation of evidence, and ways to create a more responsive office through mobile tools and workflows.

(1 hour Ethics/Professionalism CLE)

Break

Hindsight is Always 50/50 – It’s Never as Clear as You Thought it Was. What Can We Learn from the Fate of Others?

Join us as we look at common mistakes and pitfalls across various practice areas, from the initial phone call to the disengagement letter. Benefit from 40 years of experience and learn how to avoid problems by seeing what others have done wrong in the past. We will discuss do’s and don’ts and practical considerations to reduce the risk of errors and claims. We will then look at how you should respond if and when a dispute arises.

(1 hour General CLE)
Mastering Conflicts of Interest Issues
Warren Savage joined Lawyers Mutual as claims counsel in 2005. He focuses on litigation, insurance law, appellate advocacy, criminal matters and professional responsibility in his work with Lawyers Mutual. A former partner with the law firm of Bailey & Dixon, Warren graduated from the University of Virginia and earned a Master of Arts in Teaching at the University of North Carolina at Chapel Hill before graduating magna cum laude from Campbell University School of Law. He spent several years as a high school English teacher and junior varsity basketball coach before entering the legal profession. Warren currently serves as an advisory member of the State Bar Ethics Committee and speaks frequently at CLEs around the state about professional responsibility and malpractice claims avoidance. Email: wsavage@lawyersmutualnc.com

Mark Scruggs joined Lawyers Mutual in March 2001 as claims counsel. Formerly a partner with Spear, Barnes, Baker, Wainio & Scruggs, LLP in Durham, Mark has over 14 years’ experience as a trial attorney concentrating in insurance defense litigation. For the last 15 years, Mark has worked with Lawyers Mutual primarily in litigation-related claims and workers compensation and family law matters. He is a 1986 cum laude graduate of Campbell University School of Law. Mark is a past chair of the Law Practice Management section of the North Carolina Bar Association. He has served as an Advisory Member of the State Bar Ethics Committee and is currently serving as an Advisory Member of the Authorized Practice Committee of the North Carolina State Bar. He also serves as c-chair of the North Carolina Bar Association’s “Transitioning Lawyers Commission” working to address issues facing aging lawyers. Email: mscruggs@lawyersmutualnc.com
CONFLICT OF INTEREST – DIRECT ADVERSY

- You have represented a developer of a proposed multi-use development for some time. A resident of a adjacent historic, tree lined neighborhood, whom your firm represents in an unrelated matter, wants to hire you to represent him at the zoning hearing to oppose the mixed use development. Can you?

Can you represent the neighbor at the hearing?
ANSWER:

- No, you cannot represent the neighbor at the zoning hearing opposing the development.

- You probably cannot represent the developer at the hearing either.

THE “HOT POTATO” RULE

- Can you cure the conflict of interest by discharging the developer as a client so that you can represent the neighbor?
**ANSWER:**

- No. The “hot potato rule” in general disallows a law firm from discharging a client for the purpose of eliminating a conflict where it desires to accept the representation of another client.

**DIRECT ADVERSITY**

- You represent the owner of a specialty food store in your town. A newcomer wants to open a similar store just down the road from your client’s store and, of course, this may negatively impact your client’s business. Can you represent the newcomer in opening his competing store?
“ECONOMIC ADVERSITY” EXCEPTION

- Yes.

- Simultaneous representation in unrelated matters of clients whose interests are only economically adverse, such as representation of competing economic enterprises, does not ordinarily constitute a conflict of interest and thus may not require consent of the respective clients.

DIRECT ADVERSITY – TRANSACTIONAL MATTERS

- You have been asked to represent the seller of a business in negotiations with a buyer that you represent in a wholly unrelated matter. Can you do so?
**Answer:**

- No, not without the informed consent of both parties. Note that direct adversity arises in transactional matters, as well as litigation matters.

**“Material Limitation” Conflict**

- You have been asked to represent a seller of commercial real estate, a real estate developer and a commercial lender in the development of a residential development. Can you?
ANSWER:

- No. Your representation is likely to be materially limited in your ability to recommend or advocate all possible positions that each client might take because of your duty of loyalty to the other clients.

CONFLICTS OF INTEREST: TRUST AND ESTATE PLANNING

- You represent the Kennedy family on miscellaneous matters. Joseph Kennedy asks you to prepare a will that disinherits one of his grandchildren, Maria Shriver, whom you are representing in a real estate transaction. Can you prepare the will as requested?
(Yes. Probably) In a 2004 ethics opinion (ABA LEO 434), the ABA explained that because a will beneficiary normally has only an expectancy in receiving money from the testator, a lawyer representing a potential beneficiary in unrelated matters generally may assist a testator in disinheriting a beneficiary.

You represent all four occupants of a car involved in a serious two-car crash caused by the negligence of the driver of the other car. The negligent driver has $100,000 liability insurance, not nearly enough to fully compensate all of your clients for their injuries. There is no other insurance coverage available. Can you represent all four occupants?
**ANSWER:**

- Yes. RPC 251 holds that a lawyer may represent multiple claimants in a personal injury case, even though the available insurance proceeds are insufficient to compensate all claimants fully, provided each claimant gives informed consent to the representation, and the lawyer does not advocate against the interest of any client in the division of the insurance proceeds.

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**CONFLICTS OF INTEREST: ORGANIZATIONS OR OTHER ENTITIES AS CLIENTS**

- You represent a large accounting firm in your town on employment matters. You know all of the partners, but deal primarily with one partner. You are told that the wife of one of the partners wants you to represent her in her domestic case against her husband. Can you?
**ANSWER:**

- Yes. As is the case with corporations, the lawyer represents the entity, not its members. The attorney-client relationship does not automatically come into existence between a partnership’s lawyer and one or more of its partners.

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**CONFLICT OF INTEREST: CURRENT CLIENT – DOING BUSINESS WITH YOUR CLIENT**

- You represent the owner of an upscale office building in employment matters. You want to move your slum-like office uptown and are considering leasing space from your client.
- Can you?
- Must your client be separately represented in the lease negotiations?
- Must you make any disclosures to the client or obtain any consents from your client before entering into the leases?
**ANSWER:**

- Yes, No and Yes.
- You can rent space from your client, and your client does not have to be separately represented. You must, however, obtain informed consent by the client in writing as to the essential terms of the transaction and the lawyer’s role in it, and whether the lawyer is representing the client in the transaction.

**CLIENTS’ GIFTS TO LAWYERS**

- You represent a wealthy client who is also a personal friend and who gives regularly and generously to worthy causes. May you solicit a substantial gift from your client to fund a scholarship in your father’s name, a renowned physician, at his alma mater’s medical school?
ANSWER:

- No. Because of the fiduciary relationship, such gifts would be presumed fraudulent. Therefore, most states impose limitations on such arrangements.

GIFTS TO LAWYERS: PREPARATION OF INSTRUMENTS

- Your wealthy client asks you to prepare a will for him, naming your son, whom your client has known and loved since your son was a baby, as a beneficiary under the will. May you prepare the will as instructed by your client?
ANSWER:

- No. A lawyer may not prepare on behalf of a client an instrument giving the lawyer or a person related to the lawyer any substantial gift unless the lawyer or other recipient of the gift is related to the client.

GIFTS TO LAWYERS: EXCEPTION

- You are preparing a will for a client. May you suggest to your client that she should name you or a member of your firm as executor of his estate?
**ANSWER:**

- Yes. Rule 1.8 does not prohibit this, as long as the lawyer obtains the informed consent of the client and advises the client of the nature and extent of the lawyer’s financial interest in the arrangement as well as the client’s option of appointing someone else.

**LAWYER PROVIDING FINANCIAL ASSISTANCE TO CLIENT**

- You represent a client in a personal injury claim. You expect a substantial settlement within the month, and the client comes to you with a plea for a short-term loan to prevent foreclosure of the loan on his home.

- Can you loan him the amount of the mortgage payment for one month to tide him over until the settlement funds arrive?
ANSWER:

- No. A lawyer may not make a loan to a client for living expenses in effect subsidizing the litigation. A lawyer may, however, advance litigation expenses, such as the cost of a necessary medical examination or the cost of bus fare to the doctor’s office.

SETTLING A MALPRACTICE CLAIM WITH THE CLIENT

- You represent a client in a personal injury claim and you allow the statute of limitations to expire on the claim without filing suit. May you offer to settle your client’s potential claim against you for an agreed upon amount?
**DUTIES TO FORMER CLIENTS**

- You represented Jim 15 years ago in his domestic case and obtained information about Jim’s assets in the course of that representation. You now represent an investor who contends that an investment group in which Jim is a partner has defrauded him. The investor is seeking punitive damages. In representing your investor client, you must take Jim’s deposition. Can you?
ANSWER:

- No.
- 2003 FEO 14 (Opinion rules that if a current representation requires cross-examination of a former client using confidential information gained in the prior representation, then the lawyer has a disqualifying conflict of interest.)
Technically Speaking: Tips, Apps, Games, and Resources to Create a Fun, Efficient, and Ethical Law Practice
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Pegeen Turner has been working with law firms for more than 20 years. First, as an IT person for large and small law firms, and now as a legal technology consultant with Legal Cloud Technology. Her firm works with small and medium-sized firms as they start-up as well as firms that need help updating and integrating legal technology into their firm's.

In addition, she helps firms understand the risks of the cloud and how to incorporate cloud technology into their practices. pturner@legalcloudtechnology.com

Damon Duncan opened the Greensboro office of Duncan Law LLP, practicing in the areas of bankruptcy and workers compensation. Damon is a member of the Elon University School of Law’s Alumni Council, the Secretary of the Greensboro Bar Association, Secretary of the North Carolina Bar Association’s Bankruptcy Section and Chair of the Law Practice Management and Technology section. Damon also regularly speaks across the state of North Carolina on law practice management issues attorneys face and is an adjunct professor at the Elon University School of Law teaching the law firm management class.

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John E. Fitzgerald began practicing law on March 1, 1993, as an associate for well-known Winston-Salem attorney Larry L. Eubanks. Mr. Fitzgerald quickly excelled at representing Mr. Eubanks' large number of criminal, traffic, and driver's license clients. Mr. Fitzgerald took over the busy law practice on January 1, 2000, when Mr. Eubanks retired. He is a member of the North Carolina State Bar, the North Carolina Bar Association, the North Carolina Advocates for Justice, and the Forsyth County Criminal Defense Trial Lawyer's Association. Mr. Fitzgerald is also a member of the Westwood Swim & Tennis Club. He is an avid tennis player and fan. jfitznc@triad.rr.com

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Brandon Huffman (@brandonjhuffman) is an attorney and founder of Odin Law and Media in Raleigh, North Carolina. His practice focuses on counseling clients in the video game, digital media, entertainment and creative industries on issues related to cyberspace law, intellectual property and corporate growth. He also assists attorneys and others with media relations and crisis communications. In his practice, he tries to ensure that he is at least a fraction as innovative as his clients. Brandon serves as the general counsel to the International Game Developers’ Association, engagement editor of Business Law Today and Membership Director of the ABA Business Law Section Cyberspace Committee. He is on the Sports and Entertainment and the Law Practice Management and Technology Section Councils of the North Carolina Bar Association, the Board of Triangle ArtWorks and the Vocational Rehabilitation Small Business Advisory Committee of the North Carolina Department of Health and Human Services. brandon@odinlaw.com
60 Tips in 60 Minutes

Program Description:

This program will cover 60 tools, websites, and tips that the uses and encourages lawyers in North Carolina to use to better serve clients. The following slides will cover everything from practice management software, to accounting tools, to client communication programs.

1. **Text Expander**- TextExpander (Mac)/Active Words (PC). Using a full-blown document assembly to quickly create form documents can make a big difference in a lawyer’s efficiency. However, those document assembly programs tend to be expensive and difficult to master. Take a first step by using a typing shortcut utility, like TextExpander for Mac, $34.95 or ActiveWords Plus for PC, $49.95. Not as fully featured as a product like HotDocs, but you’ll master it in minutes and it can save lots of time in your day.

2. **Adobe to go Paperless**- use Adobe to sign documents and capture an electronic signature.

3. **Adobe to go Paperless**- Use Adobe CC to capture comments, add text, and review documents http://www.adobe.com/creativecloud.html

4. **MS Word Templates**- create documents just once, and don’t spend money on doc automation tools, Save several hours each month, and reduce typos

5. **MS Quickparts**- Save time and prevent errors with Quickparts. Capture commonly typed words, phrases, and paragraphs

6. **Gramarly**- Use Grammarly with Google Chrome to catch typos and grammar mistakes that your usual web browser will miss.

7. **Clio Practice Management Software**- calendaring, document management, client management and so much more you need to manage your practice

8. **Citrix Sharefile**- ShareFile. ShareFile is a cloud-based service for sharing, storing and syncing your data, much like Dropbox or Box. The difference
with ShareFile is its best-in-class security. Their prices are commensurate with the uptick in security, unfortunately. Starting at $29.95/month.

9. **The Slants!**

10. **Free Conference.com**- talk to clients or managing partners for free.


12. **Matter 365**- Matter Center for MS 365. Did you know that MS 365 can have practice management function built right in? Matter Center adds the functionality of a standalone practice management software inside your MS Office. Starting at $12.50/month for the Small Business Premium plan.

13. **ZUta Printer**- ZUtA Pocket Printer. The Pocket Printer is a robot that is roughly the size of tangerine. It connects to your phone or tablet wirelessly and then prints a document by rolling back and forth across a sheet of paper, somewhat akin to a Roomba vacuum. Its small size means its easy to tuck in a briefcase and

14. **Phone Soap**- PhoneSoap. It’s a dirty world out there and few objects in a lawyers life gets handled and transported to more environments than the phone. PhoneSoap cleans your phone using UV light. $59.95.

15. **Office for iPad**. The ubiquitous iPad took a great leap forward when Microsoft made (nearly) fully featured versions of MS Word, Excel, Powerpoint and Outlook for the iPad. These mobile versions of Office are very good and do away with the need to cobble together a string of third party apps for lawyers to handle their most basic office functions on a tablet. Starting at $5/month.

16. **Trend Micro Mobile Security**- Prevents websites from collecting data about your usage, blocks fake websites, helps protect your privacy on social media, monitors usage, and has a safe mode for kids.
17. **Henry Desk Vacuum** - battery powered mini desk vacuum for all those little messes we make at our desk.

18. **Criptext**

19. “**Unsend**” mail with Gmail’s delayed delivery- Use Gmail’s Unsend option to stop an email from reaching it’s recipient.

20. **Recall** an email within your organization- This works only if you have an Exchange account. Simply access the “Action” menu on the sent email, and select “recall this message.” If it hasn’t been opened, your email will be removed from the recipient's inbox.

21. **Backup Your Computer 3 Ways.** You can never be too careful with backing up your data. Noted technology guru Walt Mossberg suggests a three part backup plan: 1) use a sharing(sync) service like ShareFile for the most critical files; 2) make a comprehensive backup using an external disc drive; 3) use a whole drive cloud backup system like BackBlaze. Don’t trust your data to just one backup.

22. **Velocity Speed Reading Trainer.** Velocity is a speed reading app for iOS. Lawyers frequently have a lot more reading material than time to get through it. Harness the power of speed reading with Velocity. $2.99

23. **Business Cards in Evernote.** Sometimes you collect business cards that you want to keep, but don’t necessarily want to keep them in your Outlook contacts. Evernote now has a new feature that allows you to capture business cards from your phone’s mobile app and have them stored alongside the searchable text from the card. There is no better way to have a modern Rolodex. Free with Evernote.

24. **Simply File** – file messages in outlook with a single click. Organize both received messages, and messages you are sending. Keep track of your digital client communication, and save time.

25. **Group Calendars**- Use group calendars to organize your office or practice group’s schedules. See when your team is in court, when they are meeting with clients, and when they are out of the office. Easier than viewing each individual’s calendar.
26. **Redact Assistant. Payne's Redact** Assistant makes redacting document easy and fast by allowing you to redact multiple terms in one process, search and replace multiple terms, and creating lists of terms for specific redaction. Supports Microsoft Word and Excel. $45.

27. **Google Now/Siri.** Typing on small phone keyboards is a pain. The future of controlling our increasingly powerful smartphones is to use their built in “digital assistant” – Siri for iOS and Google Now for Android. Much more than just simple dictation, these digital assistants allow us to make our phones do complicated tasks without ever touching a key. Free with mobile operating system.

28. **NomadKey.** Simply put, it is a charging cable for your mobile device that is shaped like a key and hangs on your keychain. As long as you have your keys, you’ll always have a way to charge your phone, too. Starting at $19.95.

29. **Google Cloud Print**- Google Cloud Print is a new technology that connects your printers to the web. Using Google Cloud Print, you can make your home and work printers available to you and anyone you choose, from the applications you use every day. Google Cloud Print works on your phone, tablet, Chromebook, PC, and any other web-connected device you want to print from.

30. **Encrypt Files- Boxcryptor**- Boxcryptor is an easy-to-use encryption software optimized for the cloud. It allows the secure use of cloud storage services without sacrificing comfort. Boxcryptor supports all major cloud storage providers (such as Dropbox, Google Drive, Microsoft OneDrive, or SugarSync) With Boxcryptor your files are protected from the moment you send them to your cloud provider. You can enjoy peace of mind knowing that your information cannot fall into the wrong hands.

31. **Client Portals**- It doesn't matter which you choose- Clio, Firm Manager, Practice Master, MyCase, or any other system, so long as there are adequate security measures.
32. **Dropbox** - Use Dropbox for Business to store, share and manage files. Easily grant or restrict access, remotely wipe files, and see an audit trail. Business accounts include enterprise-grade security.

33. **OneNote** – Use OneNote as your trial notebook. Keep track of research, deposition prep, documents to review, and anything else you may need to keep for your law office.

34. **Chrometa** - captures your time for you as you work on your PC, Mac, iPhone, and Android. No need to start or stop timers. That's all done for you. It's like having your very own personal timekeeper. Every email you write, every minute you work gets recorded and "automatically" put on your timesheet.

35. **Hoot Suite**

36. **Dragon** - Dragon, the world's best-selling speech recognition software, lets you dictate documents, search the web, email and more on your computer — quickly and accurately — just by using your voice. You don’t even have to lift a finger.

37. **WhatsApp** - WhatsApp Messenger is a cross-platform mobile messaging app which allows you to exchange messages without having to pay for SMS. WhatsApp Messenger is available for iPhone, BlackBerry, Android, Windows Phone and Nokia and yes, those phones can all message each other! Because WhatsApp Messenger uses the same internet data plan that you use for email and web browsing, there is no cost to message and stay in touch with your friends.

38. **Evernote** - WRITE From short lists to lengthy research, no matter what form your writing takes, Evernote keeps you focused on moving those ideas from inspiration to completion. COLLECT Easily gather everything that matters. Clip web articles, capture handwritten notes, and snap photos to keep the physical and digital details of your projects with you at all times. FIND Your words, images, and documents are always close at hand. Evernote’s powerful search and discovery features make everything you’ve collected easy to find.
39. **Wunderlist**- Whether you’re sharing a grocery list with a loved one, working on a project, or planning a vacation, Wunderlist makes it easy to share your lists and collaborate with everyone in your life. Wunderlist instantly syncs between your phone, tablet and computer, so you can access your lists from anywhere. “Wunderlist is our favorite to-do list manager for just about every platform.” - Lifehacker. As “Mac App of the Year - 2013,” Wunderlist has also been featured in The New York Times, The Verge, TechCrunch, CNET, The Guardian, Wired, and Vanity Fair, just to name a few. Key Wunderlist Features: • Create all the lists you need and access them from your phone, tablet and computer • Easily share lists and collaborate with family, friends and colleagues • Start conversations about your to-dos • Attach photos, PDFs, presentations and more • Share the work and delegate to-dos • Setting a Reminder ensures you never forget important deadlines (or birthday gifts) ever again

40. **Outlook Web App**- With OWA for iPhone you can: Get work done faster with email - Organize your email quickly with Conversation View, Mark as Junk, Flag, and Categories - Quickly search or browse email in all folders including Outlook Favorites Manage your schedule with ease - Schedule meetings using attendee free/busy and room finder - View shared calendars including delegate support - Use your voice to look up a contact or bring up your schedule Keep business data secure - Remote wipe erases only your corporate data in OWA for iPhone and leaves your personal data on the device alone - Separate passcode for OWA for iPhone provides an additional layer of security

41. **Google Calendar**- Calendar, iCloud, Exchange. • A completely redesigned calendar experience for your iPhone and iPad. • Synchronization that just works, in real-time and with background updates. • Quick Add Event just by typing "Lunch tomorrow at 9pm" (long-press on the +) (for Google Calendars only). • Reminders. • Time zone Support. No more headache when traveling! • Facebook Events and Birthdays included. • See faces and profiles of people you are meeting with
using LinkedIn. • Weather forecast based on your location. • Smart icons.
• Tag location to events. • Use Google Maps for Directions. • Connect multiple Google Calendars.

42. **Expensify**- Hassle-free expense reporting built for employees and loved by admins. $5- Quick and simple for startups, non-profits, churches, and student groups. Unlimited SmartScans Basic expense approval Reimburse online Sync with QuickBooks and Xero

43. **Ruby**- virtual receptionists seamlessly connect callers to you when you’re available, wherever you are. When you’re not able to take calls, you’ll receive detailed messages delivered to you via email or text message. Even voicemail messages are emailed as a .wav file so you never have to wonder if you have messages waiting. When you’re on the go, feel free to update us as to your whereabouts in a snap with our free iPhone app, Android app or our mobile-friendly Member Services Area. $249/mo

44. **Find My Phone**- Don’t panic. If one of your Apple devices goes missing, iCloud can help you figure out where it is. Just sign in at iCloud.com or use the Find My iPhone app to see your missing iPhone, iPad, iPod touch, or Mac on a map. And with the Lost Mode feature you don’t just see where your device is, you can track where it’s been. That way you can decide on your best course of action. You can immediately lock your device and send it a message with a contact number. Then whoever finds it can call you from the Lock screen without accessing the rest of the information on your device.

45. **Fastcase** Fastcase’s libraries include primary law from all 50 states, as well as deep federal coverage going back to 1 U.S. 1, 1 F.2d 1, 1 F.Supp. 1, and 1 B.R. 1. The Fastcase collection includes cases, statutes, regulations, court rules, and constitutions. Fastcase also provides access to a newspaper archive, legal forms, and a one-stop PACER search of federal filings through our content partners.
46. **Ravel Law** to research your judge- Get insight into how a judge will rule, and the reasoning and case law they’ve relied on in the past.
https://www.ravellaw.com/judges

47. **Follow up Then**- Clear out your inbox. Shorten your to-do list. Never forget to followup. All with a simple email address: 3days@followupthen.com

48. **Logickull**-

49. **PageVault**

50. **Virtual Court Reporting**- Use services like NextGen for virtual court reporters. Have parties stipulate to the presence of the virtual reporter, and save time and expenses on travel and accommodation.

51. **Last Pass**- Just remember your master password and LastPass remembers the rest.

52. **Rapid Recharge in Airplane Mode**- One popular phone charging tip circulating the internet is that putting your mobile phone on airplane mode will decrease the time it takes to charge its battery. Because airplane mode turns off all radio frequencies on your device, the battery should charge faster in this disengaged state.

53. **Headspace**-

54. **Cyber Liability Insurance**- cyber and privacy policies cover a business' liability for a data breach in which the firm's customers' personal information, such as Social Security or credit card numbers, is exposed or stolen by a hacker or other criminal who has gained access to the firm's electronic network. Policies cover liability arising from website media content, as well as property exposures from: (a) business interruption, (b) data loss/destruction, (c) computer fraud, (d) funds transfer loss, and (e) cyber extortion.

55. **Office Lens** - Office Lens trims, enhances and makes pictures of whiteboards and documents readable. Office Lens can convert images to editable Word and PowerPoint files too.
56. **Mobile Phone Night Light** With over 16 million colors to choose from, just use your iPhone or Android to customize the exact color and tone you want for your room, and the dimmer switch can set the perfect mood. Additionally, the Notifications feature will make sure you never miss another call or text. [http://www.brookstone.com/pd/Notti-App-Enabled-Smart-Light-with-Smartphone-](http://www.brookstone.com/pd/Notti-App-Enabled-Smart-Light-with-Smartphone-)

57. **Presentation VR**-Presentation Simulator (PSim) is a virtual reality (VR) presentation software application designed to practice public speaking before a virtual audience. This allows the user to improve their presenting skills with the ultimate goal of overcoming speech anxiety and to become a confident public speaker.

58. **Florescent Light Diffuser**- Skypanels are replacement fluorescent light diffusers panels designed to reduce harsh glare emanating from existing fluorescent lighting [https://www.usaskypanels.com/](https://www.usaskypanels.com/)

59. **Landscape View** on your iPhone- turn calculator into a scientific calculator; see all open tabs in safari; get an expanded view of your calendar; add extra keys to your keyboard; view pictures while in camera mode; see all weather on a single screen.
Hindsight is Always 50/50 – It’s Never as Clear as You Thought it Was. What Can We Learn from the Fate of Others?
Colleen L. Byers began practicing law in 2008 with Bell, Davis & Pitt shortly after moving to Winston-Salem. She concentrates her practice in the areas of business litigation, professional malpractice defense, guardianship, and employment law. Colleen regularly represents financial institutions, corporations, limited liability companies and individuals in contract, employment, corporate, shareholder, Uniform Commercial Code, and fiduciary disputes. She has served on the advisory board of the Chamber of Commerce’s Winston < 40 and has served as chair of the Young Lawyers Division of the North Carolina Association of Defense Attorneys. Colleen has previously served as president of the board of directors of the Forsyth County Humane Society and president of the Forsyth County Women Attorneys Association. cbyers@belldavispitt.com

Joshua B. Durham has practiced law in Charlotte for more than 15 years. He was a partner at Poyner Spruill LLP before joining Bell, Davis & Pitt in 2016. Josh represents individuals and corporations in a wide number of disputes, focusing primarily on business litigation cases, intellectual property disputes, and government investigations. He regularly advises clients on the benefits of early case evaluations and mediations to resolve disputes quickly. Knowing that litigation can still be inevitable, however, Josh is a passionate and experienced advocate and has handled more than twenty jury trials. Josh is an active volunteer at Trinity Presbyterian Church and regularly participates in a number of important areas in the life of the church, from teaching Sunday School and serving on the church’s governing board, to organizing neighborhood Food Truck rallies and running the church’s website. Follow Josh on Twitter at @joshdurhamlaw. jdurham@belldavispitt.com

Bradley Friesen moved to Winston-Salem and joined Bell, Davis & Pitt in 2002. His practice consists of trial and appellate litigation of complex business, commercial and banking disputes, environmental claims, and a broad spectrum of real estate issues. Brad is a member of the technology committee of the North Carolina Bar Association and the North Carolina Association of Defense Attorneys. He previously served as a board member and treasurer of the Forsyth County Young Lawyers Association. Brad also serves on the board of the Winston-Salem Symphony and volunteers time at his children’s school. He loves all sorts of outdoor activities, including running, gardening and backyard astronomy. bfriesen@belldavispitt.com

Ward Davis joined Bell, Davis & Pitt in 2003 to help the firm open its Charlotte office. He began his career in South Carolina before moving to Charlotte in 2000. Ward focuses his practice primarily on various types of business and construction litigation. He practices in the state and federal courts of North Carolina and South Carolina, including the North Carolina Business Court, and is also a certified mediator in North Carolina. He also regularly defends fellow members of the bar against legal malpractice claims. Ward is Past Chair of the Charlotte Housing Authority Scholarship Fund Advisory Board and Past President of the Bobbitt Inn of Court, and also serves on the board of directors of Community Link and the Charlotte Community Board for Lawyers Mutual Liability Insurance Co., and is an active elder at First Presbyterian Church in Charlotte. Ward is also an avid runner, and (very) amateur cook and golfer. ward.davis@belldavispitt.com
**Will Graebe** joined Lawyers Mutual in 1998 as claims counsel before being promoted to Vice President of Claims in 2009. He focuses his efforts at Lawyers Mutual on transactional matters and real estate. Prior to joining Lawyers Mutual, he worked at the law firm of Pinna, Johnston & Burwell. Will graduated from Stetson University and Wake Forest University School of Law. He is an avid swimmer, kayaker, fisherman and yogi. Email: willg@lawyersmutualnc.com
“Hindsight is always 50/50.”
Cam Newton, 10/12/14

It’s Never as Clear as You Thought it Was. What Can We Learn from the Fate of Others?

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Pre-Engagement
Pre-Engagement –
Start with a Conflict Check

Avoid a grievance or potential disqualification from representing your current client or the client you want. Don’t accept material information about the case before determining whether there is a conflict.

Chemcraft Holdings Corp. v. Shayban

• “The Court grants Defendant’s motion to disqualify counsel on the grounds that ... [Plaintiff’s Attorney]’s actions, while unintentional and inadvertent, give the appearance of impropriety ....”

• Defendant was referred to Plaintiff’s Attorney by another lawyer, who sent an email, telling him to expect a call from Defendant. The unsolicited email attached three documents about case strategy prepared by Defendant. Attorney did not notice the attachments at the time, which remained on his computer for months.
Chemcraft Holdings Corp. v. Shayban

• Disqualification is based “on the reasonableness of a client’s perception that confidences it once shared with its lawyer are potentially available to its adversary.”

• Rule 1.18(b): “Even when no client-lawyer relationship ensues, a lawyer who has had discussions with a prospective client shall not use or reveal information learned in the consultation.”

• Rule 1.18(c): A lawyer “... shall not represent a client in the same or a substantially related matter if the lawyer received information form the prospective client that could be significantly harmful to that person in the matter.”

Tips for Avoiding Disqualification

• “Before you tell me about the case, I need to find out who is involved so that I can do a conflict check.”

• Website disclaimer:
  Attorney Advertising: This website is designed for general information only. Information presented on this website should not be construed as formal legal advice or the formation of an attorney-client relationship. Additionally, any email sent to [the Firm] or any of its lawyers at the email addresses set forth in this website will not create an attorney-client relationship.
Example for declining unsolicited email:

Dear [Potential Client]:
Thank you for contacting me about your matter. I am sorry to have to tell you that my firm cannot accept this representation because we have a conflict. I read enough of your email to see who the parties are. I did not read the attachment. I have permanently deleted the email and the attachment to prevent obtaining any information about this.

Tips for Avoiding Disqualification

• Don’t overstate your experience or skills.
  ◦ Rule 7.4: You cannot hold yourself out as a specialist, unless you are a certified specialist. It is OK to say that you practice in a particular field.
  ◦ Don’t dabble! Decline matters that you are not competent to handle. (Rule 1.1: Competence)

• Don’t overpromise on results.
• Don’t understate the potential cost.
• Don’t understate the timeframe.
Pre-Engagement – Mind the Red Flags

• Decline bad clients.
  ▫ Can’t afford your fee.
  ▫ Unrealistic expectations.
  ▫ Fired by other attorneys.
  ▫ Overly “Needy” – frequent calls, everything is a crisis.
  ▫ Seeks moral victory/vindication. Fighting on principle.
  ▫ “Jailhouse lawyer” – wants to rely on what “friends” or “other lawyers” tell them; not receptive to your advice.

Pre-Engagement – Mind the Red Flags

• Reluctant to tell the truth.
• Seeks a lawyer to get a screwed-up case out of the ditch.
• Statute of limitations about to run.
• Personality conflict from the outset.
• BOTTOM LINE – Trust Your Instincts! If something doesn’t seem right, decline the representation.
Pre-Engagement – Confirm Non-engagements

• “An attorney-client relationship is formed ‘when a client communicates with an attorney in confidence seeking legal advice regarding a specific claim and with an intent to form an attorney-client relationship.’ Such a relationship may be implied by the parties’ conduct ...

Harris v. Ballantine
235 N.C. App. 655, 764 S.E.2d 698 (2014)

‘... and is not dependent on the payment of a fee, nor upon the execution of a formal contract.... The dispositive question ... is whether the attorney’s conduct was such that an attorney-client relationship could reasonably be inferred.’”

• “He said, she said” about whether an attorney-client relationship was formed will create a question of fact for the jury in a malpractice case.
• See also Jenkins v. Batts, _ N.C. App. _, 788 S.E.2d 628 (2016).
When a former or current client calls to “pick your brain” about a new matter

“It was great to catch up with you by phone today. I’m sorry to hear about your new problem. When we spoke you mentioned that you would continue to work on this issue without retaining me. I just wanted to make sure that we have the same understanding. I always appreciate hearing from you, but I haven’t undertaken to represent you on this particular matter. I hate to be so formal about it, but I would also hate for there to be a misunderstanding.”

Engagement
Rule 1.5
Fees, generally

- When the lawyer has not regularly represented the client, the scope of the representation and the basis or rate of the fee and expenses for which the client will be responsible shall be communicated to the client, preferably in writing, before or within a reasonable time after commencing the representation.
- Be clear on who you represent, individual(s) or corporation, especially in a multi-party case.
- Identify the lawyer(s) and other professionals who will be working on the client’s matter.

Rule 1.5(c)
Contingency Fees

- Contingent fee agreements must be in writing.
- Signed by the client.
- Shall state the method by which the fee is to be determined.
- The litigation and other expenses to be deducted from recovery and whether they are deducted before or after the fee is calculated.
Rule 1.5(c)  
Contingency Fees

- Must clearly notify the client of any expenses for which the client will be liable whether or not they prevail.
- Upon conclusion of the matter, must provide client with a written statement stating the outcome and, if there is a recovery, showing the remittance to the client and the method of its determination.

Battles v. Bywater, LLC  
2014 NCBC 52

- Bywater, LLC brought suit against a fifty-percent owner for mismanagement and other improper acts.
- Bywater executed a written fee agreement, signed by the other fifty-percent owner.
- The defendant objected, claiming the other fifty-percent owner had no right to hire outside counsel or to file suit.
- Court agreed, and Bywater’s counsel had to withdraw.
- $85,000 in fees were left outstanding.
Ratonel v. Roetzel & Andress, LPA
67 N.E.3d 775 (Ohio 2016)

- Plaintiffs engaged Keating, Muething & Klekamp PLL ("KMK") to help with the purchase of an apartment building.
- Apartment building had defects, and Plaintiffs hired Defendant to pursue malpractice claims against KMK.
- Plaintiffs also wanted Defendant to sue KMK arising out of another project, known as French Village.

Ratonel v. Roetzel & Andress, LPA
67 N.E.3d 775 (Ohio 2016)

- Only one paragraph in Defendant’s original complaint against KMK mentioned French Village.
- Amended Complaint did not mention it at all.
- At trial, KMK moved for directed verdict as to any claim that it committed malpractice on French Village.
- Court entered directed verdict entered at trial in favor of KMK on French Village.
- Plaintiffs sued Defendant for legal malpractice.
Ratonel v. Roetzel & Andress, LPA
67 N.E.3d 775 (Ohio 2016)

• Defendant’s engagement letter only mentioned the other project; it did not mention French Village.
• “Should you decide to retain our firm for additional services not specified in this letter, we will be pleased to provide such services under such terms and you and we may agree upon.”
• Though the record showed that Plaintiffs and Defendant discussed French Village frequently, there was nothing to indicate Defendant had agreed to pursue that claim.

Ratonel v. Roetzel & Andress, LPA
67 N.E.3d 775 (Ohio 2016)

• Settlement demands to KMK did not make demand for French Village.
• In fact, Defendant had even sent Plaintiffs an email stating “there is no viable claim against KMK on FV.”
• Plaintiffs’ representative even admitted she was told “several times” that there was no claim regarding French Village and even that Defendant had “refused to” file such a claim.
Litigation Hold
See Appendix p. 1

- Must give thought to the contents; cannot just send out a form.
- Consider issues in the case, subject matter, potential custodians.
- Not just for emails. Can include text messages, voicemails, social media, thumb drives, etc.
- Cannot send and forget it. Must follow up.

On this record, the court concludes that Samsung’s preservation efforts failed because: (1) Samsung did not suspend mySingle’s automatic biweekly destruction policy; (2) Samsung failed to issue sufficiently distributed litigation hold notices after Samsung itself admitted that litigation was “reasonably foreseeable,” and to follow up with the affected employees for seven months as it later showed it knew how to do; and (3) at all times Samsung failed to monitor its employees’ preservation efforts to ensure its employees were at all compliant. In effect, Samsung kept the shredder on long after it should have known about this litigation, and simply trusted its custodial employees to save relevant evidence from it. The stark difference in production from mySingle and Microsoft Outlook custodians makes clear that this plan fell woefully short of the mark.
already filed a complaint for trespass against Mobilight five days before the laptop was destroyed. Additionally, actions and words attributable to KK Machinery after it filed suit, including throwing the laptop off a building; running over the laptop with a vehicle; and stating, "[If] this gets us into trouble, I hope we're prison buddies," unquestionably demonstrate bad faith and a general disregard for the judicial process.

Communication with Clients
Communication with Clients

• “... [M]ost disciplinary complaints stem from simple communication failures with clients ....”

• Attorneys who communicate well with clients are less likely to be sued for malpractice when something goes wrong.

Rule 1.4
Communication

(a) A lawyer shall:

(1) promptly inform the client of any decision or circumstance with respect to which the client's informed consent, as defined in Rule 1.0(f), is required by these Rules;

(2) reasonably consult with the client about the means by which the client's objectives are to be accomplished;

(3) keep the client reasonably informed about the status of the matter;

(4) promptly comply with reasonable requests for information; and

(5) consult with the client about any relevant limitation on the lawyer's conduct when the lawyer knows that the client expects assistance not permitted by the Rules of Professional Conduct or other law.
Rule 1.4
Communication (cont)

(b) A lawyer shall explain a matter to the extent reasonably necessary to permit the client to make informed decisions regarding the representation.

Roadblocks to Client Communication

- Too busy
- Bad news
- Afraid of client because client is unhappy
- Client is not paying the bill
- Embarrassed because it has taken a long time to return client’s call
Tips to Ease Client Communication
(in addition to promptly returning calls and emails)

- Send regular bills.
- Create processes for automatic communication (e.g., send copies of pleadings, discovery requests, correspondence, due dates and deadlines).
- Send client a copy of everything (most everything).
- Email is great for documentation, but sometimes clients need to hear your voice or see your face.
- Explain your lack of communication (out-of-office email, phone call from assistant to explain that you are in court, etc.).

Sometimes, start with an apology (no need to give an excuse): “I apologize that I am just now getting back to you about this. Here is what we can do going forward.”
- Don’t sit on the bad news; it will only become more difficult to communicate.
- If you are available to pick up the call, pick it up. It will be easier than returning a voicemail at the end of the day.
Common Mistakes

Common Mistakes Involving ...

- Wiring Funds and Wiring Instructions
- The Latest Scam—Fake Trust Account Audit
- Client’s Social Media
- Form Transactional Documents
- Procrastination and Missed Deadlines
- Inadequate Documentation
- Suing a Client
- Conflicts of Interest
- Dabbling
Wire Instructions

• The news is replete with well-intentioned firms being duped.
• Cutting checks before retainer check sufficiently clears.
• Wiring instructions sent via email being intercepted, so that later changes to instructions are not coming from the original parties.
• See sample control form. Appendix p. 4.

Wire Instructions

• Ensure email transmissions with instructions are SECURE.
• Confirm instructions via a telephone call and keep a record of the number and person called.
• Follow up with a confirming email both to a known contact at the client and the person with whom you spoke (if different from your known contact).
• Ask for confirming response in writing.
The North Carolina State Bar has learned that a caller representing an entity named "Small Business Growth Alliance" is calling lawyers and telling them that their IOLTA accounts are due for audit. The caller falsely claims that Small Business Growth Alliance is authorized by the State Bar to perform random audits and tries to schedule the audits.

Neither Small Business Growth Alliance nor any entity other than the State Bar is authorized to perform a State Bar random trust account audit. Auditors who are employees of the State Bar perform all random trust account audits. If you are selected for a random State Bar audit, you will be contacted by a State Bar official and will receive a written subpoena signed by State Bar officials.

Risk Management Safeguards

- Never give out sensitive information over the phone or via email.
- Hover over any link in an email to verify that it leads to webpage shown in the text and that it is the destination you wish to visit. For the safest practice, type the website into your browser instead of clicking the link. If in doubt that the website listed is correct, use search to find the page you want to visit.
- Do not open attachments that come from unknown senders or that come unexpectedly.
- Always verify suspicious requests using previously known contact information, or found through independent research, and not contact information provided in the request.
Social Media
2014 FEO 5
• If the client’s postings could be relevant and material to the client’s legal matter, competent representation includes advising the client of the legal ramifications of existing postings, future postings, and third party comments.
• If removing postings does not constitute spoliation and is not otherwise illegal, or the removal is done in compliance with the rules and law on preservation and spoliation of evidence, the lawyer may instruct the client to remove existing postings on social media.
• See Appendix p. 5.

The Case of Virginia Attorney Matthew Murray
• Client’s wife was killed when a cement truck crossed the center line and tipped over onto her car.
• Murray represented her husband in a suit against the concrete company.
• Concrete company’s lawyers requested certain information about client’s Facebook account.
• Murray advised his paralegal to tell the client to clean up the account. Client removed sixteen photos, including one in which he held a beer can and wore a t-shirt that said “I [heart] hot moms.”
The Case of Virginia Attorney Matthew Murray

- Discovery responses said client “did not have a Facebook page on the date this is signed . . . .”
- Unfamiliar with anything about privacy settings, Murray claimed that defense counsel must have gotten a photograph by hacking the client’s account.
- Murray said he did not intend to accuse defense counsel of committing a crime.
- Murray was ordered to provide a privilege log regarding communications with his client about the subject.
- Murray intentionally deleted one email from the log.

Murray was ordered to pay $594,000 to the lawyers for the concrete company.
Client was ordered to pay $180,000.
Murray also agreed to a five-year suspension.
Fear not, the jury did award client $8.5 million.
Murray paid the sanction.
Once the suspension was announced, he was unavailable for comment, as he was volunteering on the Appalachian Trail.
Be Careful With Form Transactional Documents

• Avoid using form documents, if possible.
• If necessary, use blanks as opposed to fictitious names or names of other clients.
• Know precisely who your client is, especially a corporate client with affiliates and/or divisions.

Procrastination and Missed Deadlines

• Maintain a good calendaring and docketing system.
• Don’t wait until the last minute to file complaint.
  • Service and summons issues.
  • Wrong defendant named, and no time to correct.
• Approach every case without assuming that it is going to settle.
Inadequate Documentation

- Claims occur each year where the lawyer and the client have different recollections about the content of a conversation.
  - Classic he said vs. she said, which is an issue of fact.
- Keep copious notes.
- Be sure the client stays informed.
- Don’t settle a case without specific authority.
- Document the authority from the client.

Suing a Client

- *Never* a good idea.
- Expect counterclaim and an ethics complaint.
- However, if contemplating suing:
  - Fee should be substantial and the result for the client was undoubtedly positive.
  - Fee should be collectible.
  - If decide to pursue, comply with Rule 1.5 regarding State Bar’s program on fee dispute resolution.
- Ways to avoid fee issues:
  - Bill early and often.
  - Use engagement and disengagement letters.
Spot the Conflict

- You cannot serve two masters.
- Become intimately familiar with Rules 1.7, 1.8, 1.9 and 1.10 of the Rules of Professional Conduct.
- If unsure about a conflict, contact the State Bar.
- Maintain a good conflicts system to identify potential conflicts.

Spot the Conflict

- Conflicts most likely to result in a malpractice claim when the attorney:
  - Represents multiple clients on same matter.
  - Has a personal interest in the matter.
  - Represents one client against another current or former client.
- Obtain written waiver, when a waiver is possible.
Don’t Dabble

- Practicing in other jurisdictions.
  - Be sure you know SOL in other jurisdiction.
- Unauthorized Practice of Law Issues.
  - Rule 5.5 of the Rules of Professional Conduct
    - “A lawyer shall not practice law in a jurisdiction where doing so violates the regulation of the legal profession in that jurisdiction.”
    - If your conduct violates the applicable unauthorized practice statute in another jurisdiction, your conduct runs afoul of Rule 5.5.

Practicing Outside of Your Expertise

- Say no, even to family and friends.
  - Rule 1.1 of the Rules of Professional Conduct provides that “[a] lawyer shall not handle a legal matter that the lawyer knows or should know he or she is not competent to handle without associating with a lawyer who is competent to handle the matter.”
  - No exception for friends and family.
Communication with Opposing Counsel

• Rule 4.1: In the course of representing a client a lawyer shall not knowingly make a false statement of material fact or law to a third person.

• See also Rule 3.4: Fairness to Opposing Party and Counsel.
Tips for Communication with Opposing Counsel

• Assume that what you write may be seen by the judge.
• Be careful about “Reply to All” if the opposing party has been copied.

There are scenarios where the necessary consent may be implied by the totality of the facts and circumstances. However, the fact that a lawyer copies his own client on an electronic communication does not, in and of itself, constitute implied consent to a “reply to all” responsive electronic communication.

Example of Extremely Bad Communication

Attorney Douglas J. Crawford appeared with his client for a videotaped deposition on April 21, 2014. “Immediately after [the client] was sworn, Crawford pointed a can of pepper spray at counsel’s face from a distance of approximately three feet. Crawford said,

Mr. Traver [Chase’s counsel], if things get out of hand, I brought what is legally [sic] pepper spray, and I will pepper spray you if you get out of hand.
Example of Extremely Bad Communication

“Crawford then produced a stun gun, pointed it at Traver’s head, and said,

If that doesn’t quell you, this is a flashlight that turns into a stun gun.

Crawford discharged the stun gun close to Traver’s face. Traver terminated the deposition.”


Crawford has since been disbarred.

Disengagement

- Plaintiff engaged Defendant to help it recover funds loaned to a developer and to foreclose on a deed of trust securing the loan.
- Another creditor foreclosed, wiping out Plaintiff’s deed of trust.
- Defendant argued statute of limitations barred Plaintiff’s claims.
- At issue was the time that Defendant ceased providing services to Plaintiff.


- Defendant argued it had withdrawn from the case, as it sent a letter to another attorney turning over the file and asking new attorney to execute substitution of counsel.
- Plaintiff disputed that it ever received a copy of the letter to the new attorney.
- Plaintiff also showed that nearly seven months later, the Defendant wrote it asking it to consent to a substitution of counsel.

- Unfortunately for Defendant, Plaintiff had filed suit within three years of the second letter.
- Plaintiff’s suit allowed to proceed.

Rule 1.16, cmt 10
Declining or Terminating Representation

- May not retain papers to secure a fee.
- Anything in the file that would be helpful to successor counsel should be turned over.
- Personal notes and incomplete work product need not be released.
Practice Pointers

- Be clear that engagement is at an end.
- Be specific as to the matters affected.
- Inform “client” there may be deadlines in the case and that they should consult counsel about those.
- Be sure to “close” matter in systems.

2013 FEO 15
Return of Electronic Records

- If an electronic record relative to a client’s matter would be helpful to successor counsel, the electronic record is a part of the client’s file. Unfortunately for Defendant, Plaintiff had filed suit within three years of the second letter.
- If the lawyer determines that an electronic record is a part of a client’s file, then the lawyer has a duty to provide a copy of the record to the client upon the termination of the representation.
Responding to a Malpractice Claim

Dealing with a Potential Malpractice Claim

- Give prompt notice of the claim.
  - Don’t jeopardize coverage by thinking the problem is going away.
  - Opportunity for claims repair.
- Lawyers Mutual – “Professional liability claims – made and reported policy”
- Report potential claims on renewal application.
- Experienced counsel ready to assist.
  - Cooperate fully.
  - Open and honest.
  - Provide your knowledge of facts, law and your former client.
- The standard of care for professional competence is not perfection or brilliance.
“Hindsight is always 50/50.”
It’s Never as Clear as You Thought it Was.
What Can We Learn from the Fate of Others?

Appendix
SAMPLE LITIGATION HOLD LETTER

Client Name
Address

Re:

Dear [Client]:

We are pleased to represent you with regard to the above-referenced matter. Though it may be unnecessary, I write to make sure that you are aware of your obligation to take reasonable steps to preserve all data in your possession, custody or control that is in any way relevant or related to ____________________.

A. Preservation Obligations Generally.

Preservation in this sense means taking reasonable steps to:

1. Ensure that potentially relevant documents (including electronically stored information, or “ESI”) are not destroyed, lost or relinquished to others, either intentionally or inadvertently through the implementation of an ordinary course document retention or destruction policy, including auto deletion processes;

2. Ensure that potentially relevant documents are not altered or modified (an issue that arises particularly in the case of ESI, which may be modified by the simple act of accessing the information); and

3. Ensure that potentially relevant information remain accessible so that it can be collected and produced if necessary.

B. Potentially Relevant Information.

Based upon information currently available, potentially relevant information includes:

- All information (paper documents and ESI) concerning, evidencing or relating to: ____________
- All communications (including emails) to or from the following: ____________
- All communications (including emails) concerning or relating to: ____________
- All data concerning, evidencing or relating to: ____________
- All documents concerning any checklists or processes you created for: ____________
- All financial records related to: ____________

You must act immediately to preserve the above-referenced information. Failing to take reasonable steps to avoid the loss, modification, corruption, or deletion of potentially relevant information may result in serious consequences, including litigation sanctions. Please document all actions that you take, including the dates thereof, to preserve potentially relevant information.

C. Definition of “Document.”


The term “document” as used in the applicable Rules of Civil Procedure has a very broad scope. With respect to paper or hard copy documents, it includes virtually any form of recorded communication, including among other things correspondence, internal memoranda, memos to files, diary or calendar entries, handwritten notes, agreements, invoices, printouts of emails, bills, securities, vouchers, accounting...
records and other such items. “Document” also includes sound recordings, videotape, film, photographs, charts, graphs, maps, plans, surveys, and data and other information in electronic form that has been printed out, as well as all originals, copies and drafts of the same document.

All potentially relevant hard copy documents must be preserved immediately.

2. **Electronically Stored Information.**

The obligation to preserve documents also applies to data and information that is stored electronically (ESI). The obligation extends to all ESI on any kind of electronic media, not only emails and word processing documents, but also spreadsheets and other accounting data, the contents of databases, text messages, instant messages, electronically stored voicemail records, calendars, archived and deleted files, auto recovery files, web-based files such as internet history logs, temporary internet files, and “cookies” and “metadata.”

It is essential to ensure that potentially relevant ESI is preserved intact and unmodified in its original electronic form, until counsel has had an opportunity to assess the relevance of the records and the appropriate means of collection and, if necessary, production of the records to opposing parties.

The largest repository of ESI typically will be a party’s servers. However, a party may also have relevant documents/ESI contained on individual desktop computers, laptops, home computers, archives, personal digital assistants, cell phones, Blackberries, Palm Pilots, iPhones or similar multi-function devices, voicemail, digital cameras, other digital storage devices such as floppy disks, CDs, DVDs, zip drives, backup media, external hard drives, and USB (“thumb”) drives.

Please ensure that the relevant ESI is preserved on each of the above devices. This includes ensuring that any employees who have relevant ESI are instructed to not delete any potentially relevant electronic records, including emails, and that steps are taken to capture and preserve such records, including their accompanying metadata. Relevant ESI can easily be destroyed or damaged through routine IT maintenance and/or automatic deletion policies and procedures, generally carried out by companies and individuals, or the use of computers or other electronic storage devices in the party’s possession. Therefore, it is necessary to take immediate steps to preserve this ESI.

If you have backup media, please note that those are often recycled over a period of time. You must ensure that backup media for the relevant time period are removed from circulation and preserved until it can be determined whether they need to be searched as well.

Please be mindful that there may be others who might have records, documents or information relevant to ________________________. If you know of any individuals who may have relevant records, information or documents, but who did not receive this letter, please provide those names to me so that I can send this notice. If you or an employee having relevant information are (or plan to be) leaving the employ (e.g., retirement, resignation), please contact me to ensure that any relevant information in your possession is preserved prior to departing.

D. **Summary.**

We regret any inconvenience that these efforts may cause. However, the law requires that once litigation is filed or is reasonably anticipated, all potential parties must maintain and not destroy any potentially relevant documents, including ESI, even if that means retaining documents well beyond minimum periods set out by law or company record-retention policies. These instructions supersede any other record retention policy. The relevant data must be preserved, even if [Client’s] record keeping guidelines (formal or informal) otherwise would allow you to delete or otherwise destroy material. Destruction, modification, loss, or significant alteration of evidence can cause a party to lose possible
defenses and/or subject the party to civil and criminal penalties. Accordingly, preservation of potentially relevant documents is a matter of utmost importance.

In sum, please ensure that all necessary steps are taken to preserve all potentially relevant paper documents and ESI, as well as computer hardware, software and other electronic devices that contain potentially relevant electronically stored information. If you have any questions concerning the above, please do not hesitate to contact me.

Optional Language: Please sign and date the acknowledgment below and return a copy of the signed acknowledgment to me by [date]. (Please keep the original copy of this letter for your records.).

Sincerely,

LAW FIRM, PLLC

I, [NAME], hereby acknowledge that: (i) I received this litigation hold letter dated [] on [date]; (ii) I have read and understand the preservation obligations described herein; and (iii) I have taken reasonable steps to preserve all potentially relevant information in my possession, custody, and/or control.

Signature: ________________________________

Date: ________________________________
Sample Firm Wire Instruction Form

**STEP 1:** TRANSACTION TYPE

- Domestic
- International

**Purpose of Wire:**
- Seller’s Proceeds
- Escrow
- Firm Invoice(s)
- Other: __________________________

**INCOMING WIRE - FIRM ACCOUNT:**
- Amount: $ ___________________________
- Trust – Real Estate Iolta (Closing Atty/Para)
- Trust - Iolta 2 (Accounting)
- Receipts (Accounting)
- Email Accounting to notify of incoming wire ($ and c/m#): ___/___/___
- Fax (___) __________________________
- Other: ____________________________

**CONTACT INFO FOR SENDER/RECIPIENT OF INSTRUCTIONS:**
- Name: ____________________________
- Contact Ph: (_____) __________________
- Email: ____________________________
- Party to Transaction: ☐ Buyer ☐ Seller ☐ Lender
- ☐ Other ____________________________

**MUST COMPLETE VERBAL VERIFICATION**
- ☐ Verbal Verification of Instructions: ___/___/___
- ☐ Email to confirm verbal verification: ___/___/___

**OUTGOING WIRE:**
- Amount: $ ___________________________
- Bank: ____________________________
- Routing No. _________________________
- Account Name: ______________________
- Account No. _________________________
- Account Holder’s Physical Address on Acct: ____________________________
- Assistant Initials: ____________

**NOTE:** If emailing wire instructions, use secure email by doing the following: ________________________________.

**STEP 2:** DELIVERY METHOD OF INSTRUCTIONS:

- ☐ RECEIVE - or - ☐ SEND (if sending, must check 1 box below)
- ☐ “SECURE” Email ☐ Mail/Overnight ☐ Hand Delivery
- ☐ Fax (___) __________________________
- ☐ Other: ____________________________

**CONTACT INFO FOR SENDER/RECIPIENT OF INSTRUCTIONS:**
- Name: ____________________________
- Contact Ph: (_____) __________________
- Email: ____________________________
- Party to Transaction: ☐ Buyer ☐ Seller ☐ Lender
- ☐ Other ____________________________

**MUST COMPLETE VERBAL VERIFICATION**
- ☐ Verbal Verification of Instructions: ___/___/___
- ☐ Email to confirm verbal verification: ___/___/___

**STEP 3:** DELIVERY OF FUNDS VERIFICATION

- ☐ Confirm receipt of incoming funds
- Date: ___/___/___
- Atty Initials: ____________

- ☐ Attorney authorized outgoing wire
- Date: ___/___/___
- Atty Initials: ____________

**Only for use by Accounting/Closing atty/para**

OUTGOING WIRES ONLY

- Date: ___/___/___
- ☐ Outgoing Wire entered
- ☐ Wire approved/released to BB&T
  (Cash manager online approval – 1 of 5 approved attorneys)
- ☐ BB&T call back verification
- ☐ BB&T cash manager online verification

- Initials of Accounting/Closing atty/para: ____________

**Assistant Initials:** ____________

**CONFIRM RECEIPT OF OUTGOING WIRE**

**Assistant Initials:** ____________

**COMPLETED FORM W/SUPPORTING DOCS PUT IN FILE.**

**Assistant Initials:** ____________

**NOTE:** Must use separate form for each set of wire instructions/transactions.
SMITH LAW FIRM
Seller’s Proceeds Directive

It is our goal to make the net proceeds available as soon as practical following closing. However, North Carolina law and State Bar ethics rules expressly prohibit disbursing prior to: (1) receiving authorization from the buyer’s lender, (2) updating the title search and (3) recording at the local register of deeds office.

Please check the appropriate box below indicating how the proceeds should be directed:

In person pick-up

☐ I will pick-up the check in person. I understand I will be required to show photo ID to receive the proceeds. (No additional charge)

☐ I authorize _______________ to pick-up the check in person. I understand the recipient will be required to show photo ID to receive the proceeds. (No additional charge)

Mail/FedEx

☐ I request the check be mailed USPS first class mail service to the following address (no additional charge):

☐ I request the check be overnighted to the following address ($35.00 additional charge):

____________________________
____________________________

Wire ($50.00 additional fee).

☐ I request all proceeds be wired to the account indicated below. I understand THIS OFFICE WILL NOT ACCEPT CHANGES TO WIRING INSTRUCTIONS and any request to change instructions will be assumed to be fraudulent requiring the issuance of a check. This office will not send wires outside the United States. If this directive is not signed in the presence of a SMITH LAW OFFICES employee, I understand I will be contacted via a previously provided telephone number to verify wiring instructions and funds will not be transmitted until telephone verification is completed.

<table>
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<tr>
<th>Bank ABA Number:</th>
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<tr>
<th>Bank Name:</th>
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<tr>
<th>Bank Location (City and State):</th>
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<table>
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<tr>
<th>Beneficiary Name:</th>
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<table>
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<tr>
<th>Beneficiary Address:</th>
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Sellers:

____________________________ (SEAL)  ______________________________ (SEAL)

STATE OF NORTH CAROLINA
COUNTY OF ___________

Sworn to (or affirmed) and subscribed before me this day by ______________________________ (name of principal).

Date:___________________

My commission expires:_____________  Notary’s printed Name: ______________________________
Sample Advice to Clients Regarding Social Media

SOCIAL MEDIA AND NETWORKING SITES

The North Carolina State Bar promulgated a new Ethics Opinion stating:

*A lawyer must advise a client about information on social media if information and postings on social media are relevant and material to the client's representation. The lawyer may advise a client to remove information on social media if not spoliation or otherwise illegal.*

If you post to Facebook, Reddit, Instagram, or if you Tweet, blog, post to YouTube, or use any other form of social media, be completely aware that whatever you write or post (or anything in your history or timeline) will likely become known during the course of your family law case. Searches and investigation into your online presence is now a standard practice. Your passwords and account credentials can be demanded in discovery. Login information is not privileged information and, in all probability, I will not successfully be able to mount a challenge to keep login credentials from being disclosed.

For all online accounts, you should immediately verify that all your settings are on PRIVATE (the highest setting possible) and that nothing is public. Even with the highest privacy settings, you should only write or post items that cannot be used to hurt you. Moreover, my suggestion is that you DEACTIVATE all your accounts. Do not delete or destroy any accounts, account history, postings, writings, video, or anything else you may have posted online.

If you decide to keep your site(s) open, consider the following specific recommendations:

**Do Not:**

- Allow anyone to become a "friend" on a website such as Facebook unless you are absolutely sure you know that person.
- Post any photographs or video of yourself (or enable others to “tag” you).
- Write or disclose anything about yourself, your personal or professional life, your friends, family, spouse, or any other third party that you will regret when it is displayed in front of a judge, or for which you would have to apologize for, or which can be interpreted as an “admission” against your interest, or anything else that can cast you in a negative light.
- Send e-mails, texts, posts or make any written statements regarding your case to anyone except your lawyers and our consultants.
- Participate in blogs, chat-rooms, or message boards.

If you do not take precautions, your online presence can be a treasure trove of information to be used against you. Your online material can be obtained and used to embarrass, humiliate or hurt you, or to compromise your legal claim and interests. Pictures, videos, and comments by you or your friends can be discovered and used.

Asking you to limit your social networking is a great inconvenience. I want you to be fully informed about the consequences of not being circumspect when using social media.