

**MDLPA Governor's Report**  
**August 2022, First Quarterly Conference**  
**Legal Professionals, Incorporated**  
**August 12-14, 2022**

The First Quarterly Conference and Board of Governors Meeting of Legal Professionals, Incorporated was held on August 12-14, 2022, at the DoubleTree by Hilton in Orange, California. Mary Lou Floyd, CCLS, Cheryl L. Kent, PLS, CCLS, and Natalie J. Chop, CCLS, attended in person, while Maria Bishop, CCLS, attended virtually.

The Board of Governors Meeting was called to order.

Roll Call - There were 21 Governors present, constituting a quorum.

The Minutes of the May 2022 Pre-Board of Governors Meeting were approved as distributed. The Minutes of the May 2022 Post-Board of Governors Meeting were approved as distributed.

Reports of Elected Officers, Appointed Officers and Committee Chairmen

*President*

Rod Cardinale, Jr., spoke on the theme for his term as LPI President - "Stronger Together." He explained his vision of the new education plan of the three education silos - "LPI University," "LPI Technology Training" and "LPI Continuing Education." He talked about the following goals and objectives:

1. Stand in the gap for Local Associations to drive membership.
2. Have a 50% increase in LPI Membership by April 30, 2024.
3. Better target the educational audience.
4. Establish a defined curriculum for our educational programs.
5. Raise per capita by \$10.
6. Restructure LPI's education system.
7. Overhaul of LPI's Bylaws and Standing Rules.
8. Implement marketing strategies across all platforms.
9. Make connections with ALA, local bar associations, and paralegal schools.
10. Increase our partnerships.

*Vice President, Membership & Marketing*

Donna Day encouraged us to reach out to our former members to invite them to rejoin. "Reaching out" can mean whatever fits our association's needs - ie., email, text, phone call or a good ole fashioned written card/letter. It doesn't matter how we do it, just CONNECT with our members.

*Executive Secretary, Programs*

Bettina Jacobson announced that one of the many exciting changes President Rod is implementing this year is setting aside directives. And while you are no longer required to

submit directives, please feel free to reach out to your counterpart if you need help. She reminded us to promote our events to surrounding associations by sending our flyers to the Social Media Chair, Ron Ackland at [socialmedia@legalprofessionalsinc.org](mailto:socialmedia@legalprofessionalsinc.org), and for posting on the LPI website.

#### *Treasurer*

Rita Burnett, CCLS, presented the income and expenses for the first quarter of fiscal year 2022-2023. Motion that the actions of the Treasurer in paying the routine bills of LPI during the first quarter of fiscal year 2022-2023 be ratified. **Motion carried.** The deadline to file our association's IRS Form-990 and FTB Form-199 is September 15, 2022. Please provide proof of filing to Rita.

#### *Editor-in-Chief*

Linda Lane, CCLS, announced the royalties received this past quarter:

LOPM:	\$7,027.14
LPH:	\$4,696.47
Online:	\$4,926.44

#### *Continuing Education Coordinator*

Renee Evans, CCLS, reminded us to forward the records of attendance, evaluation forms, written materials/handouts and any promotional materials (flyers) for each event that we are offering MCLE. Her email address is [cec@legalprofessionalsinc.org](mailto:cec@legalprofessionalsinc.org). The documents are due within two (2) weeks after the event. Samples of these forms can be found online under Members Only Content / LPI Forms.

#### *Historian*

Shannon Quigley announced that a Dropbox account has been set up where she will upload photos taken at events that Rod and she attends. She will send out the link so others can upload and share their photos, too.

#### *Legal Specialization Sections*

Mary Lou Floyd, CCLS, reminded members to renew their LSS membership for the new year. If you join all 6 sections, you get to attend the LSS webinars for FREE! At the November 2022 Quarterly Conference, Ethics credits will be offered. The LSS Team is still busy finalizing the lineup. The first Day of Education is currently scheduled for December 3, 2022. At the February 2023 Quarterly Conference, Changes in the Law classes will be offered. A second Day of Education will be held after the February conference.

#### *Legal Professional Training/Seminar*

Cyndee Saucedo, CCLS, announced the next Trial Prep and Advanced Discovery course will be starting September 6, and the next Beginning Legal Secretary and Overview of California Discovery courses will start on October 11.

### New Business

- The Executive Committee recommended that we ratify the CAMS contract for 2022-2024. Motion was made and seconded. **Motion passed.**

### Announcements

- LPI will be hosting the May 2023 Annual Conference at the D Hotel in Las Vegas, Nevada, on May 11-14, 2023. Room rate for Wed/Thur is \$49; \$114 for Fri/Sat.
- President Rod has appointed the following members to the May 2023 Annual Conference Committee - Lynne President, CCLS, Kristie Edwards, CCLS and Marci Frazier, CCLS (Chair).
- If you want an LPI Polo Shirt, please order by the end of September. Delivery is the November conference.

### *Resume of the Executive Committee Meeting (June 12, 2022)*

The following topics were brought up and discussed:

- Discussion regarding plan to present motions to the Governors during this fiscal year. The EC went over how they will present motions to the Governors. It was decided to present a batch of motions at each conference instead of all proposed motions at once, so it would not overwhelm the Governors and/or get too confusing.

### *Resume of the Executive Committee Meeting (July 19, 2022)*

The following topics were brought up and discussed:

- Discussion regarding August 2023, November 2023, February 2024, August 2024, and May 2024. It was confirmed that Alameda County LSA will host the May 2024 Conference, and LPI will host all other dates.
- Discussion regarding LPI Events Subscription Calendar. The online calendar is FREE. All LPI reminders and deadlines are listed. Webinar Team keeps it updated. Easy to sign up for. Link will be resent to members.
- Discussion regarding HelloWoofy.com. It is an app that LPI can post one announcement to all social media platforms at once.
- Discussion regarding Paralegal Tracking Form. Paralegals are required to track MCLE. It is a great marketing tool for our members and is targeted to those paralegals searching online for such a tool.
- Discussion regarding Dissolution of LAVLPA. They have not been active and are requesting to be dissolved.
- Legal Professional Magazine was moved from the members-only page and added to the LPI's website. A great marketing tool for the legal community. So, it is no longer password protected.
- Discussion regarding updated member benefits. New financial advisors have been added to the benefits list being offered to LPI members.
- Discussion regarding CCLS Trademark. "CCLS" is up for trademark renewal. LPI has started the process, and once processed/approved, it will be good for 10 years.

- Discussion regarding the new format for the Index of Motions. Lynne Prescott, CCLS, volunteered to create an Excel spreadsheet listing all motions, broken up by years, and the outcome of those motions.

*Resume of the Executive Committee Meeting (August 12, 2022)*

The following topics were brought up and discussed:

- Discussion regarding future conferences hosted by LPI, August 2023, November 2023 and February 2024, locations to be determined. President Rod is researching locations that would be great destinations to attendees, such as Yosemite, Napa and Monterey.
- Discussion regarding Joint Venture Partnership with First Legal. It will be the same contract as last year - cost \$5,000. LPI is requesting from First Legal more email blasts to their members regarding our upcoming events.
- Local Association Members: 595, Members-at-Large: 38. Total membership 633 as of July 21, 2022. Total membership 2019: 1,320, 2020: 1,340, 2021: 891 and 2022: 850.
- Discussion regarding LPI App May 2023 Conference. It will be an app coordinated through CAMS as they already have an account with “CVent.” Cost for the app is being donated. It will list local restaurants and have conference information listed on the app.
- Adding penalty of perjury wording to all MCLE evaluation forms. It is needed to be added regarding attendees attending the entire webinar.
- Feedback regarding format of Joint Leadership meeting. All LPI committees attend (EC, PRC, LSS, CEC) in one room on Friday afternoon at conferences to cover their duties and status of anything upcoming. This is a great idea so everyone is on the same page and aware of what each committee is doing.

***Bylaw Amendments To Be Voted On***

Proposed Bylaw Amendment No. 1 - This amendment is proposed by the Executive Committee to increase the current per capita tax from \$30 to \$40, effective May 1, 2023. Article VI, Section 1. PER CAPITA TAX. **Adopted.**

Proposed Bylaw Amendment No. 2 - This amendment is proposed by the Executive Committee, CEC, and LSS, to be effective May 1, 2023, Article IX, APPOINTED OFFICERS, Section 1, Designation, Qualification. Proposal is to delete section (g) Legal Specialization Sections Coordinator; delete Section 2, subsection (g) in its entirety; and delete Section 2, subsection (h) in its entirety. **Adopted.**

Proposed Bylaw Amendment No. 3 - This amendment is proposed by Member Frances Skaggs, CCLS. This recommendation is sponsored by San Francisco County LPA Governor Christine Flores. The recommendation is to amend the Bylaws of this corporation to reflect the change in the terms “Chairman” and “Chairmen” in the Bylaws to “Chair” and “Chairs”, effective immediately, with the proviso that the LPI Parliamentarian be authorized to change these terms wherever they appear in the Bylaws. **Adopted.**

Proposed Bylaw Amendment No. 4 - This amendment is proposed by the Executive Committee. The recommendation is to amend the Bylaws of this corporation to reflect the change in the term “LPI Past President” to “LSI/LPI Past President,” effective immediately, with the proviso that the LSI Parliamentarian be authorized to change these terms wherever they appear in the Bylaws. **Adopted.**

### ***Standing Rules Amendments To Be Voted On***

Proposed Standing Rule Amendment No. 1 - The Editor of *The Legal Professional* recommends that Standing Rule 1.1 be amended to increase the monetary awards for the bulletin contest (1st place: \$75 to \$100; 2nd place: \$50 to \$75; 3rd place: \$25 to \$50), effective immediately. This recommendation is sponsored by Orange County LPA Governor Deborah Schmidt, CCLS. **Adopted.**

Proposed Standing Rule Amendment No. 2 - Member Frances Skaggs, CCLS, recommends the Standing Rules of this Corporation be amended to reflect the change in the terms “Chairman” and “Chairmen” in the Standing Rules to “Chair” and “Chairs,” effective immediately, with the proviso that the LPI Parliamentarian be authorized to change these terms wherever they appear in the Standing Rules. This recommendation is sponsored by San Francisco LPA Governor Christine Flores. **Adopted.**

Proposed Standing Rule Amendment No. 3 - The Executive Committee recommends that the Standing Rule 14.2 of this corporation be amended to reflect the change in the term “LPI Past President” to “LSI/LPI Past President,” effective immediately. **Adopted.**

Proposed Standing Rule Amendment No. 4 - The Executive Committee, CEC, and LSS recommend that Standing Rule 11 be deleted in its entirety and replaced with the following, effective May 1, 2023:

#### 11. EDUCATION COUNCIL

11.1 LPI University: LPI University shall consist of all of LPI’s multi-week educational courses, and any and all offerings from any LPI-approved educational program providers. There shall be member and non-member pricing, and the fees shall be set by the Education Council and approved by the Executive Committee, and the Governors. The Education Director shall maintain a price sheet containing the pricing for each course. The fees for all LPI University courses shall be in addition to per capita tax.

11.2 LPI Technology Training: LPI Technology Training shall consist of any and all courses offered from any LPI-approved educational program providers, and any additional technology training courses as set by the Education Director. There shall be member and non-member pricing, and the fees shall be set by the Education Council and approved by the Executive Committee, and the Governors. The Education Director shall maintain a price sheet

containing the pricing for each course. The fees for all LPI Technology Training courses shall be in addition to per capita tax.

11.3 LPI Continuing Education: LPI Continuing Education shall consist of all LPI continuing educational courses and shall be free for all LPI members. Non-member pricing for the LPI continuing education courses shall be set by the Education Council and approved by the Executive Committee, and the Governors. The Education Director shall maintain a price sheet continuing the pricing for each course. **Adopted.**

For Saturday night's banquet, attendees enjoyed their dinners, followed by a speech by Orange County LPA President Heather Nowak. She introduced the head table and then a toast was given to the hosting association for their hard work with the conference.

For Sunday morning, our inspirational speaker was Sylvia Marsh of Orange County LPA, who shared her story about being a pregnant teenager and making a tough decision.

Santa Clara County LPA made a profit of over \$12,000 at the May 2022 Annual Conference. Therefore, they would like to donate three (3) scrip tickets for the next three conferences. Drawings were held and the winners are:

1. November - San Gabriel
2. February - Stockton-San Joaquin
3. May - San Mateo

President announced the winners of the four (4) scrip tickets to the November 2022 Quarterly Conference:

1. Fresno
2. Desert Palm
3. Merced County
4. Beverly Hills-Century City

[CONCLUDED ON NEXT PAGE]

The next Quarterly Conference will be held on November 11-13, 2022, at the Hilton Arden West in Sacramento, California. Co-Hosts: Sacramento LSA and Placer County LPA. This event will be in-person, as well as live streamed. Please consider joining the live stream and learn something new about LPI.

Natalie J. Chop, CCLS  
MDLPA Governor 2020-2024



Mary Lou, Cheryl, Natalie at  
Sunday Brunch