

Michigan Legal Assistant



January 1999

The World is your Library



Editor's Note: With the start of a new year, I thought the following article might be of interest. This article has been reprinted with permission from the National Association of Investors Corporation, from the January 1999 issue of Better Investing magazine.

By Tom Gardner

Take a look at the average married couple in America Today, and you'll find that they own a handful of mutual funds in a retirement plan. They're battling debt, and—yep—at some point lost more than \$1,000 investing on a “hot stock tip.” More than likely, they are fairly comfortable with their mutual funds and yet feel that the stock market is an engine of speculation, more like a bouncing lottery ball or spinning wheel of fortune.

It's an odd but understandable contradiction. Most people today believe that their underperforming stock funds are safer than the shares of American public companies. I disagree. Possibly you do, too. I hope that this month's Foolish article will help lay that thinking to rest. Let's go out on a short journey to three separate sources of information about money that, used correctly, can help you and the couple described above to broaden savings, accumulate wealth into retirement, and enduringly beat the stock market's average return.

The Motley Fool

Our first stop takes us to the local bookstore or public library, where the business bookshelves are crowded with an eclectic mix of investment classics, thick reference manuals, bibles on corporate management, and cheesy guides to doubling your money through the miracle of daytrading. Armed with their liberal-arts degrees and a healthy dislike for acronyms, jargon, and hard selling, our average couple is in trouble. At every turn, the foreign terms and sales pitches leap out at them. If it's not Fibonacci, then it's convertibles or naked straddles (yikes, which aisle are we in?) or

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Calendar Events

Date	Description of Event
January 23	State Bar of Michigan, Legal Assistants Section Council Meeting [Rescheduled from January 9] Lansing, Michigan
January 30	Legal Assistant Association of Michigan (LAAM) Council Meeting Lansing, Michigan
February 19	State Bar of Michigan, Legal Assistants Section, Mid-winter Getaway Bavarian Inn Lodge Frankenmuth, Michigan
February 25	Professional Education Systems, Inc. (PESI) Seminar <i>Michigan Constructions Law & Construction Liens</i> Grand Rapids, Michigan <i>Contact: (800) 843-7763</i>
February 26	Professional Education Systems, Inc. (PESI) Seminar <i>Michigan Constructions Law & Construction Liens</i> Troy, Michigan <i>Contact: (800) 843-7763</i>
February 26	Professional Education Systems, Inc. (PESI) Seminar <i>Preparing for Trial: The Role of the Paralegal</i> Atlanta, GA <i>Call: (800) 843-7763</i>
March 6	State Bar of Michigan, Legal Assistants Section Council Meeting Birmingham, MI
March 6-7	NFPA Regulation Conference NFPA Headquarters, Kansas City, MO For more information, visit www.paralegals.org
March 26-27	Nationwide CLA Examinations <i>Contact: Marge Dover (918) 587-6828</i>

MESSAGE FROM THE CHAIR

By Suzanne K. Fogle

With year end performance evaluations over and new year's resolutions in place, hopefully all of us have begun to focus on career goals for 1999.

The paralegals I know who are most satisfied with their jobs seem also to be the ones who involve themselves in community service, professional organizations, educational advancement and career mentoring.

Interestingly, these people also seem to be extraordinarily well thought of by their employers and co-workers.

Observe the paralegals you know who set positive standards and you will see individuals who attend continuing education events, teach, volunteer for new responsibilities, become specialists in areas of their work, seek voluntary certification, devote energy to promoting the careers of other paralegals and participate in a variety of extracurricular projects.

You will also notice that they tend to have lots of contacts in the legal community, communicate well with lawyers, accumulate impressive resources, and have well informed opinions on legal assistant issues. They seem confident and proud to be legal assistants. They will tell you that they enjoy the activities and sense of accomplishment; success, respect from attorneys, an interesting work environment and appropriate compensation just seem to follow.

Take some time to set a personal professional standard. Challenge yourself by committing to an activity or project that you will find satisfying (sign up for that seminar, write that article, volunteer for that bar association event); and measure your success and the by-products at the end of 1999.

Suzanne K. Fogle is Chairperson of the State Bar of Michigan, Legal Assistants Section. Suzanne is currently working as a legal assistant in the litigation department of Miller, Canfield, Paddock and Stone, PLC., in Detroit, MI.

The views expressed in this column, as well as other expressions of opinions published in the Newsletter from time to time, do not necessarily state or reflect the official position of the State Bar of Michigan, Legal Assistants Section, nor does their publication constitute endorsement of the views expressed.

The Michigan Legal Assistant

The Michigan Legal Assistant accepts advertising from companies that provide useful resources to legal assistants. Ads must be camera-ready.

For further information contact Jerri Lynn Luidens of the newsletter committee at (517) 371-8247.

Prices are PER ISSUE

- \$150—full page/insert
- \$100—half page
- \$75—quarter page
- \$50—business card/classified

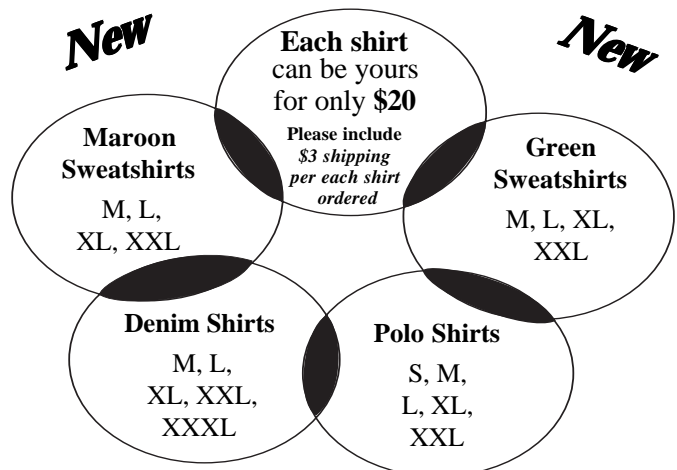
Tentative Council Calendar For 1999

	Date	Place
Winter Cruise	February 19	Frankenmuth
Council meeting	March 6	Birmingham
Council meeting and Spring seminar	May 14-15	Shanty Creek/Bellaire
Council meeting	July 17	to be decided
Annual meeting	Sept 16-17	Grand Rapids

Legal Assistants Section

Logo Sweatshirts Denim Shirts, Polo Shirts

The Section is selling high-quality sweatshirts, denim shirts and polo shirts that bear the Section's logo. The sweatshirts are 80% cotton and 20% polyester—either maroon with green embroidered logo or green with maroon embroidered logo. The denim shirts are 100% cotton—navy with maroon embroidered logo. The polo shirts are 100% cotton—navy and white embroidered logo.



If you are interested in purchasing a sweatshirt, denim shirt and/or polo shirt, please fill out the following and remit with your check payable to **State Bar of Michigan** and send to:

Kevin D. Gasiewski, CLA
Ford Global
Parklane Towers East
One Parklane Blvd. Suite 911
Dearborn, MI 49126

Any questions, please call
 Kevin at (313) 845-1053

Name: _____

Mailing Address: _____

Phone number: _____

SWEATSHIRTS: Circle Color: maroon or green

Quantity: _____ Size(s): _____

DENIM SHIRTS:

Quantity _____ Size(s): _____

POLO SHIRTS:

Quantity _____ Size(s): _____

TOTAL ENCLOSED: \$ _____

(\$20ea. + \$3 shipping each)

are we supposed to learn “How to Win Like the Superman of Commodities Trading.”

Scary Stuff, Most of It

It’s clear to me that if we’re to succeed at investing and enjoy it, we have to avoid most of these books and focus on those few that teach us how durable businesses are built—why Starbucks succeeds where Boston Market fails; why imagination at Apple couldn’t keep up with business at Microsoft; why Visa beat up American Express for so many years. We needn’t read as if pursuing advanced degrees in economics and business management, but to win at investing, we will have to think creatively about why certain commercial ideas blossom and others bomb.

There are literally dozens of books that can help us master the precepts of a superior business. The key is to remember that in order to invest, you must study business value more than stock valuation. Here are two books that should help: Philip Fisher’s *Common Stocks, Uncommon Profits*; and our own, *The Motley Fool Investment Guide*.

With some basic business and investment strategy in place, the next information stop is right in front of you. Yes, right there, on the counter. I believe that you’ll get better investment ideas from your daily experiences than from anywhere else. Whether you’re shopping for anything and everything at Target, picking up holiday clothing for your kids at Abercrombie & Fitch, or connecting to the Internet for the first time with America Online, you’re standing among possible investments. In fact, those three have been outstanding stocks in the 1990s. These are the sorts of American companies that have created new wealth over the past few years.

If you accept my claim that the best investments for you are companies that you engage in daily life, then I expect you’ll understand why I’m such a big fan of investment clubs or groups. A discussion comparing a number of industries based on the expertise of a group of individuals is just priceless. Among my investment cronies today is a young woman who knows Diet Coke better than anyone on the planet, a computer fan who uses Cisco Systems products at work, another who buys books from *Amazon.com* every week, and a woman who will only eat organic food and thus, lives down at her local Whole Foods Market.

By bringing in people from all walks of life and inviting members of every age into your club, you’ll broaden your reach of potential investments and increase the likelihood of

beating the S&P 500 with your investments. None of this bustle of new ideas excuses any of us from doing the investment research—no hot tips allowed—but it does make the search for America’s greatest companies that much easier.

With the business strategy in place, with ideas coming via the daily activities of your club members, your final source of information should be the Internet. After just a few years online, I now can’t imagine gathering financial data, following the business news, and tracking my investments without online resources. I can see all the filings (detailed company reports) at *www.freeedgar.com*. I sort through news stories on my holdings at *www.yahoo.com*. I track the results of my investments versus the S&P 500 at *www.fool.com*. Just a click away on the Fool site is an active, public conversation among investors across the world about everything from which discount broker to use, to why Dell Computer has been such a great investment, and the best stock analysis tools.

If you, and our average American couple, are to enjoy investing and thoroughly succeed at it, there are few better sources than a handful of great business books, your collection of close friends (and possibly their children), and the flurry of free information on the Internet. Set to! Happy Holidays!

The Motley Fool, a name that comes from Shakespeare’s As you Like It, is an education company created to teach people how to save money and invest, and to thoroughly enjoy the process.

OF GENERAL INTEREST

Maurine Payne is our section historian. Should you have pictures or articles for the history books, you may contact Maurine at: Lewis & Munday P.C., 660 Woodward Avenue, 1300 First National Building, Detroit, Michigan 48226. Telephone: 313-961-2007, ext 159; facsimile: 313-961-1270.

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Legal Assistants Section

State Bar  of Michigan

The Legal Assistants Section of the State Bar of Michigan announces a 1/2-day seminar for legal assistants. Speakers and Topics will be:

Privacy in the Workplace

Speaker: **Michael J. Bommarito** — *Foster, Swift, Collins & Smith, P.C.*

Mr. Bommarito is a shareholder of Foster, Swift, Collins & Smith, P.C., practicing in the firm's Lansing office with the Labor & Employment Law Department. He received his undergraduate degree cum laude from Oakland University and his juris doctorate cum laude from Washington and Lee University in 1983.

Sexual Harassment

Speaker: **Carey A. DeWitt** — *Butzel Long*

Mr. DeWitt is a shareholder of Butzel Long concentrating his practice in the area of employment law and litigation. He received his undergraduate degree from Michigan State University and his juris doctorate from the University of Michigan Law School in 1984.

Credit Reports and Financial Investigations

Presented by the Credit Bureau of Greater Lansing

Date:	Friday, February 19, 1999	Registration Deadline:	February 15, 1999
Place:	Bavarian Inn Lodge One Covered Bridge Lane Frankenmuth, MI 48734	Schedule:	12:30pm - 1:00pm Registration 1:00pm - 2:15pm Privacy in the Workplace 2:15pm - 3:30pm Sexual Harassment 3:30pm - 4:00pm Break 4:00pm - 4:30pm Credit Reports and Financial Investigations
Fee:	\$25 (\$20 for Students)		
Included in Fee:	Seminars, Handout Materials and Mid-Winter Getaway following Seminar		

ANNUAL MID-WINTER GETAWAY

Following the seminar, the Section will host our Annual Mid-Winter Getaway. Please come join other members of the Section for an evening of food, fun and prizes. Use this opportunity to meet and talk with other members of your profession.

Also, those who attend the Getaway will be eligible for "great" door prizes. (Must be present to win)

If you need more information, please call Jaxine L. Wintjen, CLA, Education Committee Chair at (517) 371-8267.

REGISTRATION FORM

Name(s): _____

Send this form and your check payable to the State Bar of Michigan to:

Company/Firm: _____

Address: _____

Jaxine L. Wintjen, CLA
Foster, Swift, Collins & Smith,
P.C.
313 South Washington Square
Lansing, MI 48933-2193

Phone: _____

Please accept my registration for:

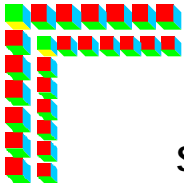
_____ Number of Seminar/Getaway registrations (@\$25 each)

_____ Number of Student Seminar/Getaway registrations (@\$20 each)

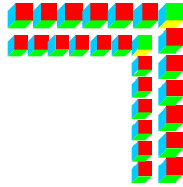
_____ Number of Getaway registrations (free event, no charge)

Total Amount Enclosed: \$ _____

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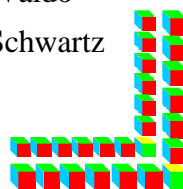
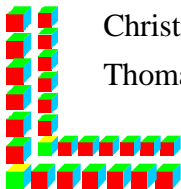


New Members **State Bar of Michigan** **Legal Assistants Section**



We welcome our newest members!

Roxanne Behrman	Gregory Angello
Barbara Mach	Christine Hughes
Patricia Bendzinski	Brenda Karsten
Sheri Pilate	Emily Jackson
Nancy Rakotz	Sandra Waldo
Christine Smith	Melisa Schwartz
Thomas Karnitz	



Check out these Web Sites

National Association of
Legal Assistants (NALA) www.nala.org
American Association for
Paralegal Education (AafPE) www.aafpe.org
National Federation of
Paralegal Associations (NFPA) . . www.paralegals.org
State Bar of Michigan www.michbar.org

**We will constantly be improving and
modifying this site, please check us out
often—you will like what you see!**

Document Storage

The council is attempting to locate materials and documents being stored by previous council members and officers in order to provide a central storage location. Should you have pertinent documents in your possession, please contact:

Peggy H. Pratt at (248) 746-2803; email ppratt@swbta.com	or Kevin Gasiewski, at (313) 845-1053; email kgasiewk@ford.com
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**The Legal Assistants Section has the following videos of past seminars
 available for purchase at \$15 per video:**

- Trends in Fee Agreements and Impact on Legal Assistant Utilization**
- How to Afford a Legal Assistant**
- How to Enhance Your Career**
- Information Management—Litigation in the ‘90’s**
- Utilization of Legal Assistants in Trial Practice**
- Profile of a Winning Team**
- Paralegals—Practice & Profit**
- Writing Seminar** (5/96 - *speaker: Brian A. Kaser, Esq.*)
- Law and Ethics on the Cyber Frontier** (9/96 - *speaker: Todd Smith, Esq.*)
- Litigation Support Software** (1/97 - *speaker: Ciara, Inc.*)
- Due Diligence & Public Record Searching** (1/97 - *speaker: CT Advantage, Inc.*)
- Changes in Probate Code** (5/97 - *speaker: Judge Joseph E. Deegan*)
- Estate Settlement Act: An Overview** (9/97 - *speaker: Bruce Newman*)
- Personal Estate Planning for the Legal Assistant** (2/98 - *speaker: Douglas A. Mielock, Esq.*)
- Ethics for Legal Assistant** (5/98 - *speaker: Vicki Voisin, CLAS*)
- Investing for Retirement** (5/98 *speaker: Christopher A. Ballard, Esq.*)
- Internet Research for the Legal Assistant** (9/98 - *Speaker: Jenny E. Upham*)

If you are interested in purchasing any of the Legal Assistants Section videos, please complete this form and send it with your check, made payable to the State Bar of Michigan to:

Rose E. Bareham
P.O. Box 90
Frankenmuth, MI 48734
 (800) 215-8950
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Name

Address

City State Zip