

2008 ANNUAL

# CAJP Conference



SERVING CALIFORNIA JUSTICE

## Advanced Judgment Collection

Presented by the CAJP Continuing Education Committee

**Saturday–Sunday  
October 11–12, 2008**

San Jose, California

Register online at [www.cajp.org](http://www.cajp.org)

Saturday 9:00 am – 5:30 pm

Registration 8:00–9:00 am

(Lunch included)

Sunday 9:00 am – 4:30 pm

**California Association of  
Judgment Professionals**

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To register and book accommodations at the CAJP rate, visit [www.cajp.org](http://www.cajp.org) (Click on 'events').



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Questions?

E-mail: [cajpevents@mac.com](mailto:cajpevents@mac.com)

### **BANKRUPTCY DISCHARGE— Renew that Judgment and Enforce the Judgment Lien after the Bankruptcy Case Closes**



With the dramatic rise in bankruptcy filings, more judgment collection professionals will be attempting to enforce judgment liens after the debtor goes through bankruptcy. **Ron Sargis** will review the rules to enforcing these judgment liens, discuss some effective enforcement strategies, and what to do if the debtor has obtained a discharge, your judgment is about to expire and you need to protect your lien on the debtor's property. Mr. Sargis will also discuss the benefits of holding an ORAP lien in bankruptcy.

Ronald Sargis is a partner in the Sacramento law firm of Hefner, Stark & Marois, LLP where he practices in the areas of bankruptcy and commercial creditor's rights. He serves as General Counsel for the California Association of Collectors and was made an honorary member of the CAJP in 2002. Ron Sargis received his B.A. degree from Stanford University and his J.D. degree, with distinction from the University of the Pacific. Mr. Sargis was a Board Member for the ACA Member Attorney Program 1996–1999 and Chairman of the Board in 1999. He is a guest lecturer regularly for the American Collectors Association and the California Association of Collectors on federal and state licensing and regulatory issues, debt enforcement, business practices and state legislation affecting the collection industry.

[www.HSMLaw.com](http://www.HSMLaw.com)



### **SKIPTRACING SECRETS BY A MASTER SKIPTRACER**



**Michael Dores** is the founder and president of Merlin Information Services and has been a California licensed private investigator since 1981. He was one of the first to recognize the potential of newly emerging CD-ROM technology and in 1993 produced the first Merlin California public record CD-ROMs. His intimate knowledge of the investigation process enabled him to develop CD-ROMs with innovative data search methodology, which revolutionized the method by which private investigators accessed public information. Michael is a nationally recognized speaker and a leading authority on skiptracing and public record research.

[www.merlindata.com](http://www.merlindata.com)

### **FRAUDULENT TRANSFERS**



The nations' foremost authority on asset protection and fraudulent transfers, **Jay D.**

**Adkisson** is an attorney in private practice with the firm of Riser Adkisson LLP, with his office in Newport Beach, California. Mr. Adkisson received his B.A. and J.D. degrees from

the University of Oklahoma, and was a member of the Oklahoma Law Review. He is admitted to practice law in California, Oklahoma and Texas, as well as various federal district and appellate courts nationwide. Mr. Adkisson concentrates his practice on creditor-debtor planning and commercial litigation. Mr. Adkisson is one of the authors of "Asset Protection: Concepts and Strategies" (McGraw-Hill 2004), and a regular lecturer at American Bar Association and state and local bar association conferences on the topic of wealth preservation planning.

He is internationally known as the creator of Quatloos.com, an internet website that exposes tax and financial scams, and he has twice been an expert witness to the U.S. Senate Finance Committee regarding tax scams. He has also been the feature of articles in Forbes, the Wall Street Journal, the Financial Times, and has appeared on ABC's 20/20. Having earned his private pilot's license after losing an eye to cancer, Mr. Adkisson has also authored "LostEye: Coping with Monocular Vision". He is also the author of



“Adkisson’s Captive Insurance Companies” and “Equity-Indexed Annuities: The Smart Consumer’s Guide”, as well as numerous professional articles regarding asset protection planning and wealth preservation issues.

[www.fraudulenttransfers.com](http://www.fraudulenttransfers.com)  
[www.apbook.com](http://www.apbook.com)  
[www.quatloos.com](http://www.quatloos.com)

## MOTION FOR PRIVATE PLACE ORDER & LEVY



**Raymond R. Goldstein, Esq.** is the managing partner for the Center for Enforcement of Family Support. The Center, established in 1979, is a private law firm that limits its practice to the collection of past-due child and spousal support and related marital obligations. In addition to utilizing common enforcement procedures such as bank levies and wage garnishments against mainstream debtors, the Center prides itself on pursuing debtors with creative lawyering and dogged persistence, using sophisticated remedies such as piercing corporate veils, stock turnover orders, set-asides of fraudulent transfers and extraordinary executions on such property as aircraft, boats and country club memberships.

Mr. Goldstein is the author of many enforcement articles and

actively participates in legislative reform. He has lectured to Bar Associations across the state, most recently, moderating the Enforcement panel at the 2005 Los Angeles County Bar Family Law Symposium. Mr. Goldstein has also guest lectured at Pepperdine University, University of West Los Angeles, and has served as a media expert for print, radio and television on the topic of support enforcement.

[www.enforcesupport.com](http://www.enforcesupport.com)

## HISTORY OF THE EJI



**Patrick Bulmer** takes a historical and sometimes humorous look at judgment enforcement law throughout the United States; where it’s been, where it is now, and where it’s going.

Patrick Bulmer is a founding member of CAJP and a member of the Bay Area and Sacramento Valley chapters of the California Receivers Forum, specializing in fraudulent transfers and judgment enforcement.

[www.calreceiver.com](http://www.calreceiver.com)

## WHEN THE DEBTOR HIRES AN ATTORNEY



A judgment debtor is not defenseless, and some debtor’s attorneys know how to do more than blow smoke. When **Roger Rubin** spoke at a previous CAJP conference he was introduced as “your worst nightmare” and as “your worst enemy”. People who attended that conference came out agreeing. One person said to his office staff, “If Mr. Rubin ever calls representing a debtor, just ask him how much money he wants to go away.” Mr. Rubin can attack a judgment from any direction. He will explain how he analyses a case and your actions to see if there is any way to turn the tables and have you ending up owing his client money. Listening to him can be scary for a collector, but, listening carefully pays off allowing you to “Roger Proof” your enforcement actions.

Roger R. Rubin maintains a general civil practice in San Francisco, California. He graduated from San Francisco State University and from Hastings College of Law. He was admitted to the California Bar in 1972 and is a member of the Bar Association of San Francisco. He has lectured for the California Continuing Education of the Bar since 1982 in the areas of enforcement of judgments and debtors’ rights and creditors’ remedies and is also a frequent lecturer for Lorman Education Services. Roger Rubin acted as a Pro Tem Judge for the San Francisco Small Claims Court from 1982 through 1993 and currently serves as settlement conference pro tem judge for San Francisco Superior Court. He has been a consultant for the Judicial Council of California on the creation of the forms used in enforcement of judgment. His perspective is from the debtor’s point of view, particularly the consumer debtor.



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## JUDGMENT ENFORCEMENT FROM THE TRENCHES.

A panel featuring CAJP’s past presidents and other established judgment recovery specialists. Learn creative, practical tips from those who have applied them. Newbies, here’s your chance to ask the questions you always wanted to ask.

Peter With • Travis Farnsworth • Ramona Featherby • Alan Salls • Walter Steinmann • Ran Bush • David Elliott • Peter Gilboy... and more

*CAJP reserves the right to revise the course outline or faculty if circumstances are beyond our control.*