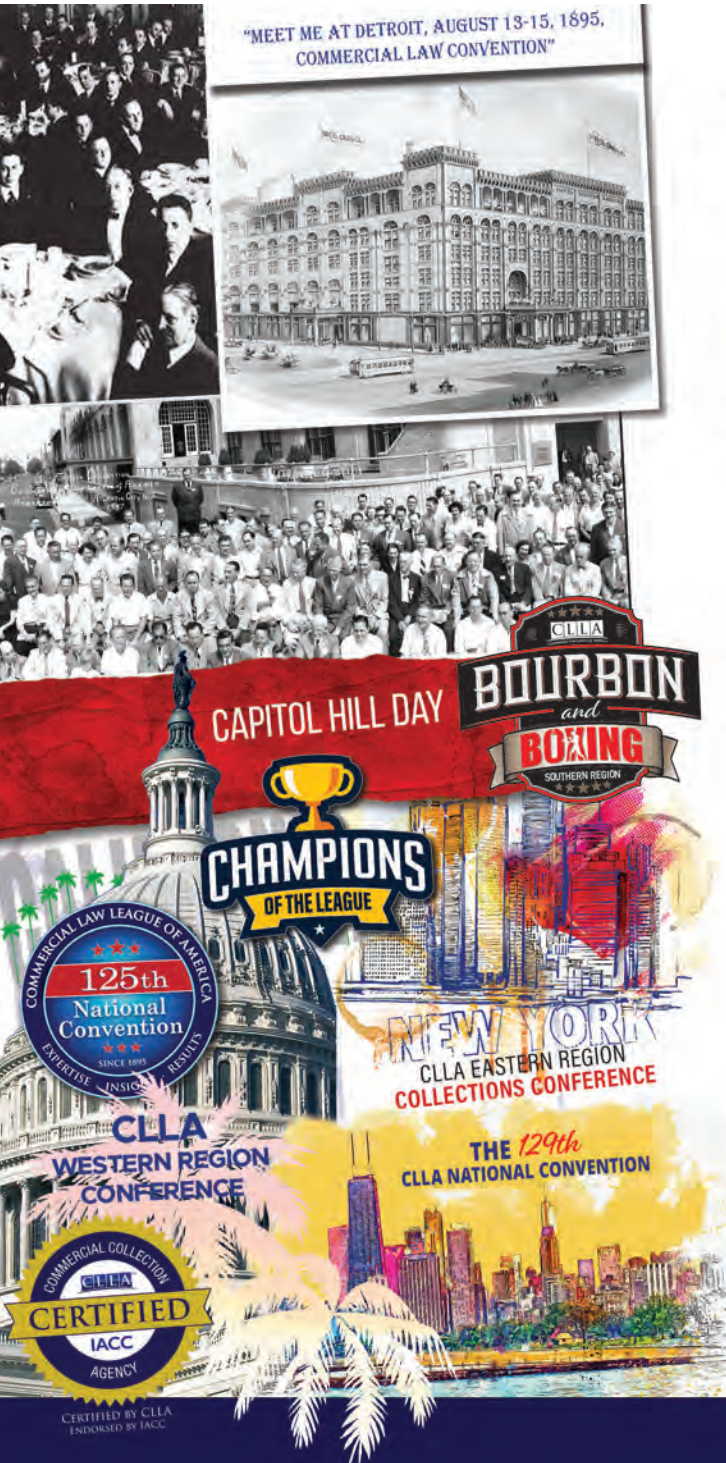


An Official Publication of the Commercial Law League of America



Key Dates In CLLA's First Century



- 1895 CLLA founded by William C. Sprague. First convention, which was held in Detroit, attracts 400 men and women, including lawyers, credit men, collection agents and list and directory publishers.
- 1901 The "League Bulletin of the Commercial Law League of America," forerunner to the current *Commercial Law Journal*, published.
- 1907 Permanent headquarters established in Chicago. Prior to that the Executive Secretary and his family moved to the city of the then President and the League office was housed in the office of the President.
- 1910 First Uniform Rate Schedule adopted.
- 1912 League adopts Canons of Professional Ethics, which had been adopted by the American Bar Association in 1908.

- 1929 First Handbook of the CLLA published and included a Roster of Members.
- 1955 Field of Commerce Award established by the Board of Governors.
- 1957 Junior Members Conference established and later became the Young Members' Section.
- 1964 President's Cup established.
- 1964 The Patron Fund established.
- 1968 The Declaration of Fair Practices of Collection Agencies is adopted by the Board of Governors.

- 1971 Agency and Young Members' Sections established.
- 1973 Eleven judicial districts reconstituted into the five current Regions of the League.
- 1974 Uniform Rate Schedule abolished.
- 1980 First of the Future Planning Conferences held in Lincolnshire, Illinois.
- 1980 Fund for Public Education incorporated.

- 1982 Formation of the Bankruptcy & Insolvency Section.
- 1986 *Commercial Law Journal* split into two publications: the quarterly *Commercial Law Journal* and the bi-monthly *Commercial Law Bulletin*.
- 1992 CLLA Academy for Commercial and Bankruptcy Law Specialists established to grant certification to Creditors' Rights and Business Bankruptcy Law Specialists.
- 1992 Creditors' Rights Section established.

MAKING THE CLLA WORK FOR YOU

FROM THE DEPARTMENT OF STUFF AND THINGS

Full disclosure: I was 355 words into this column and it just wasn't happening so I scrapped it and started over. The theme of this edition of the CLW is "How to make the League a resource for your business" so I wanted to write a column about value and, more specifically, THE value of being a member of the CLLA. The basis for this is born out my recent review of the membership report where I saw that such and such from Anytown, USA did not renew their membership because they were not getting any business. This bothered me. So I started typing and it was so boring that I decided to try approaching from a different angle. So here goes.

One definition of value is "relative worth, utility, or importance" which I gravitated towards because it incorporates more than cold, hard dollars and cents. As a longtime member of the League, and much to the chagrin of my overlords, if dollars and cents were the sole measuring stick of the value of a CLLA membership, then I am not sure that I would have been a member as long as I have been.

SO HOW DO YOU MEASURE THE VALUE OF MEMBERSHIP TO THE CLLA?

LIKE A ROCK CONCERT!

The other day there was a post on Facebook from one of my fellow shareholders eliciting responses to various questions about concerts: First, last, best, worst, etc. I got roped in because I told her that I, in fact, had seen Billy Joel and Elton John in concert in 1994 and it was fantastic ...so she wanted me to answer all of the questions. My answer as to best concert was a tie between INXS and the Pixies. Note, I have been to a ton of concerts and I have seen them all: Dylan, the Grateful Dead, Bowie, U2, the Police, REM, Pink Floyd, Beastie Boys, Smashing Pumpkins and the aforementioned Joel and John to name a few. INXS does not need to really be explained but if you ever saw them, you know what I mean. But the Pixies? Who are the Pixies? Certainly not up there with Bowie and the Dead. As best as I can figure, they are at the top of my list because so many small things came together all at once for one magical experience ...one that is worth much more now than it was then and was an incredibly valuable experience.

It was Tuesday March 22, 1988 and 20 year old me and my future wife Maria went to Stache's, the local legend, hole in the wall venue where all of the up and coming ...and down and going national acts played. We did not go to see the Pixies, we went to see My Dad is Dead-the one man brain child of Cleveland Mark Edwards- the opening act. As to Stache's, every city has a place just like it: dark, smelly, drop ceiling with missing panels, disgusting bathrooms, PBR in cans ... before it became retro cool, located in the seedy part of town. My Dad is Dead was great. Exactly what I expected. Well worth the price of admission and if we had left after his set it would have been a really great evening ... but that isn't the point here. The place was crowded but not packed to the rafters. The crowd was lively but not "brimming with excitement" for the Pixies to take the stage. In a word, normal. And then it wasn't. I would like to say that the place exploded from the opening notes of the first song, and maybe it did, I don't remember. What I do remember is that I exploded. It was magical. The sound. The song dynamics. The people making it. I had never seen such an unlikely group of people making such live music. I could not believe not only what I was hearing, but what I was experiencing.

But here is the thing, it wasn't just the band, the songs, the sound. It was the venue, it was the people I was with, it was my frame of mind (code for amount of alcohol consumed), it was what I was wearing, and the day of the week for all I know. It was just everything. Everything coming together.

Bringing it back around, THAT is the value of CLLA membership. It is not just one thing, it is everything. Everything coming together. Yes, getting business is a part of it. And there is value in that. But so is the education you get which not only improves your legal knowledge but also fulfills your states continuing education requirements. This organization is filled with subject matter experts who are willing to share their knowledge so that we all get better ... and smarter. And not only are they willing to spend time with you at a session or at a conference, they are willing to make themselves available to you when they return to the grindstone. There is tremendous value in that. Then there are the "friendships" you make. I would argue that the people I have met and come to know through the CLLA are more than friends. They are brothers and sisters in arms. Think about it. We all have friends that we went to school with (high school, college, law school) and at the time we thought we were friends for life. In my own life, I thought I would always be close with the people I went to law school with. We had that common, terrifying, pocket draining, life questioning experience that would bond/scar us forever. Plus, we were all going to be in the same profession so ... Not so much. What we do, our field of expertise is so unique. So when you meet people that you like, AND they practice in the same space you do so when you bring up the relative merits of a bankruptcy versus a receivership versus an assignment for the benefit of creditors and they know exactly what you are talking about? Winner, winner, chicken dinner! VALUE. And what about the advocacy? Hopefully you are all aware that the League organizes an annual trip to Capitol Hill to advocate for or against pending legislation. But did you know that the CLLA has been asked to be observers to the Uniform Law Commission's Assignment for the Benefit of Creditors Study Committee? (Admit it, you're really impressed that I worked in Assignment for the Benefit of Creditors TWICE in one column). Well we were and this is a big deal. Value.

So, in sum, the value of membership in the CLLA is like the best concert you have ever been to because it is not just about the business or the band. It's about all of the other things as well.

Thank you all for allowing me to serve as your President. ■



Jim Kozelek
2022-2023 CLLA President
Weltman, Weinberg & Reis Co., LPA

Handwritten initials "JK" in black ink.



POUTINE - ONE OF MANY LEARNING BENEFITS DERIVED FROM CLLA MEMBERSHIP



LTL MANAGEMENT AND THE PURSUIT OF LIBERTY: THIRD CIRCUIT'S REQUIREMENT OF FINANCIAL DISTRESS FOR GOOD FAITH FILINGS THWARTS MASS TORTS MANEUVERS (MAYBE)



THE REPUTATION BEHIND A BUSINESS CARD: HOW TO DEVELOP YOUR REPUTATION IN THE LAW LEAGUE



LEVERAGING THE CLLA FOR PRACTICE DEVELOPMENT: AN ATTORNEY'S PERSPECTIVE



THE CLLA PROVIDES ALL THE TOOLS YOU NEED TO BUILD A BETTER PRACTICE



WHO BEARS THE RISK OF LOSS WHEN YOUR BUSINESS EMAIL IS HACKED? AN OVERVIEW OF BUSINESS EMAIL COMPROMISE SCAMS AND THE POTENTIAL RISKS



THE BENEFITS OF BEING LEAGUE MEMBERS IN THE SAME CITY



SHARING FRAUD PREVENTION SERVICES WITH FELLOW CLLA MEMBERS IS ONE OF MANY MEMBERSHIP BENEFITS

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