

THE GBA NEWS DOCKET

VOLUME 70, NUMBER 4; DECEMBER 2020



Lisa W. Arthur
*President of the
Greensboro Bar
Association*

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Message from the President

GBA Members,

The time since our last newsletter publication has been particularly challenging. More COVID cases, courthouse closures, and now most recently a shooting outside of the courthouse. The year 2020 has tested all of us in various ways. In reflecting on the month of November, I challenge all of us to remain grateful for the opportunity we have to practice law in a supportive community, for the judges who are working tirelessly to figure out the best course of action in these uncharted times, and for the members of this Greensboro Bar Association community. It has been a tough year, friends, but I am thankful that we have each other.

This month, we had the pleasure of welcoming Barbara Christy, president of the North Carolina State Bar, to address the membership. We also awarded Manisha Patel with the Pro Bono Award. Manisha reported 651.5 hours of pro bono service in 2019, and has continued to serve the Greensboro community as the Pro Bono Committee Chair for the GBA. In her role as committee chair, she is working with Legal Aid to create a summary ejection pro bono project to help with the backlog of cases due to COVID. She is a true public servant, a great asset to our GBA family, and we congratulate her on receiving the Pro Bono Award!

In December, we will take a break from our membership meetings and celebrate the holiday season together with a virtual holiday party on Wednesday, December 9th. Information is included in this newsletter for how to register. The first 100 to register will receive a free gift. We hope you will join us! Also included in this newsletter is information for how to donate to our Elementary School Book Project and support Jones Elementary. I challenge everyone to consider a donation of \$20.20 and give these kids something positive from a year that has been so challenging.

Principal Luciano from Jones Elementary will be our featured speaker for our January membership meeting and will provide an update on how our contributions to Jones Elementary are being used to further their mission.

Please stay tuned to all of our membership updates via the newsletter and our GBA emails. Happy Holidays to all!!

Lisa Arthur
GBA President, 2020-2021

You can contribute news or topics of interest to the GBA by contacting Editor Gabe Snyder:
gsnyder@wardblacklaw.com

DECEMBER CALENDAR NOTES

- December 3 YLS Free CLE, 12:00 PM, Zoom
December 9 Board Meeting, 4:00 PM, Zoom
December 9 Holiday Party, 5:30 PM, Zoom
December 16 YLS Board Meeting, 12:00 PM, Zoom
December 20 Submission Deadline
for January Newsletter

[Click to keep up with GBA Events Online](#)
[Click Here for Legal Community Events](#)

CONNECT WITH US!



[GBA Young Lawyers Section](#)

[Greensboro Bar Association](#)

Wellness Corner

BarCARES is a confidential, short-term intervention program provided cost-free to members of the 24th Judicial District Bar and other participating judicial district bars, voluntary bar associations and law schools. If you would like additional information about the program and/or its availability in your area, please contact the BarCARES coordinator at 919.929.1227 or 1.800.640.0735 or click on the icon below.

BarCARES®

NEW MEMBERS

Approved on November 11, 2020

Rebecca R. Costello
Molly N. Howard Law Office, P.C.
Endorser: L. Nicole Patino

Nicholas Kenan Blackwood
Isaacson Sheridan
Endorser: Marc L. Isaacson

Noah L. Hock
Brooks Pierce McLendon Humphrey & Leonard, LLP
Endorser: Sarah M. Saint

Melanie Cormier
Sharpless McClearn Lester Duffy, PA
Endorser: Pamela S. Duffy

Jessica Bree Cox
Sharpless McClearn Lester Duffy, PA
Endorser: Eugene E. Lester, III

Tomakio Gause
Law Office of Tomakio Gause
Endorser: Karen E. Jackson

Mark Gray, II
Gray Legal Group, PLLC
Endorser: Chelsea A. Peele

Harris McCrae Watkins
Nexsen Pruet, PLLC
Endorser: Jamey M. Lowdermilk



NOTICE

Submissions for consideration for the Greensboro Bar Association Newsletter should be made to gsnyder@wardblacklaw.com. All written submissions should be made in Word format and should be in complete and final form, and any photographs should be submitted in jpeg format. Any photographs submitted should contain a caption identifying the person or persons in the photograph and, where applicable, other information necessary to understand the context of the photograph. Submissions made in other formats, including e-mail text submissions, may not be considered for publication.



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lawyersmutualnc.com](mailto:camille@lawyersmutualnc.com)
or 800.662.8843.

WIN WIN REFERRAL STRATEGIES

Despite our fears, 2020 is going to end.

Yet, 2021 is not going to look different. At least for a while.

Some of you are calculating 2020 year-end financial reports, others are creating your 2021 marketing budget. But regardless of what the numbers look like, I'm sure all of you would like more work in 2021.

Here is one tip for increasing the pipeline of work in the New Year— pick up the phone.

30 People Who Can Send You Work Today

Take a few minutes and start identifying people who can send you work. Organize your contacts by category. First, current clients. I often find reaching out to current clients reveals projects sitting on their desk that they simply haven't had time to send my way. Or I discover recent clients who have a new need.

Providing an update on service offerings is beneficial. Make sure your current clients are on your newsletter mailing list. Then make sure that your newsletter content is telling your story of helping clients. Make it easy for your clients to translate what you do to how you can help them. Make it effortless to schedule an appointment and pay. Consider new service offerings for the New Year. Can you offer a consult, audit, review, or strategy session? Can you package this with flat fee pricing, so your client knows what to expect up front?

Next on your list is former clients. Check in with a phone call to see how they are surviving during the pandemic. Share information you know they need or would be interested in. Share an update on the law firm. Update their contact information for your holiday card mailing list or your newsletter distribution list.

And finally, check in with professional friends and colleagues who could serve as referral

sources. These could be lawyers that you have partnered on work in the past or have referred work to one another. This list should include your friends, family, and community-at-large connections that need to know what you do and who you do it for.

Share Your News

Come up with five to ten names in each of the three categories. Create talking points so your conversation will flow. Ask how they are doing. Report on how you and your firm are doing. Let them know you have availability for work, or you have a question for them, or you want to add them to your referral network. Provide specifics. If you have created a service during the pandemic they should know about, be sure to share. If you have firm news to report or a change in circumstances since you last spoke, provide them with an update.

Strategic Referrals

Be sure to describe your ideal target client and service offering. If this does not come easy, spending time figuring this out will be a helpful process for you.

And sense the best referral relationships are reciprocal, ask how you can help them. Do you understand their ideal target client and service offerings? If not, be sure to ask for more details.

Win Win

I love a movie with a legal theme and the stories they tell. Remember the 2010 movie, *Win Win*? Paul Giamatti's character is a lawyer struggling during a tough economy. He is in his office after his clients and staff have left for the day and he's placing random calls to other lawyers asking for work. It's a hard scene to watch because there is so much truth in it about the fear of a down economy. I'm not suggesting that call, where you have panic in your voice and you're asking for scraps.

Rather, I'm suggesting that there is work

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Hillary Kies is President of the Greensboro Bar Association's Young Lawyers Section and is an attorney with *Turning Point Litigation*.

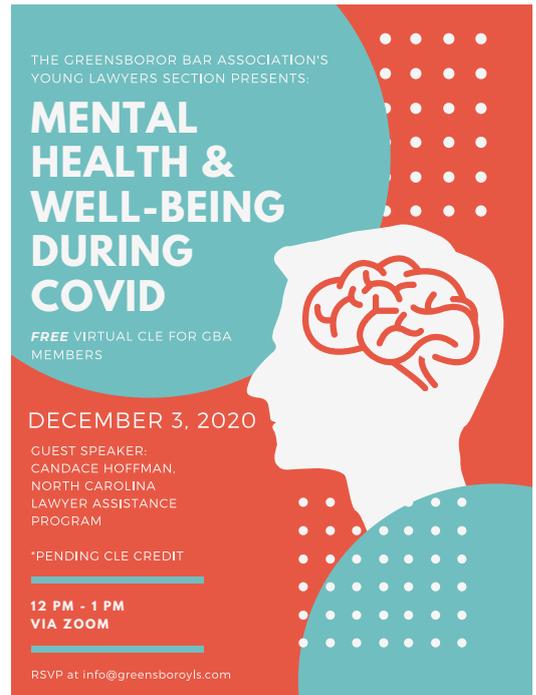
Young Lawyers Section: Connections

The year is quickly coming to a close, but the Young Lawyers Section is just getting started!

Please join us at 12:00pm – 1:00pm on December 3, 2020 for a free virtual CLE: Mental Health & Well-Being During COVID. The guest speaker will be Candace Hoffman from North Carolina Lawyer Assistance Program. If you are interested, please RSVP to info@greensboroyls.com and we will send you the Zoom link for the presentation.

We are also planning a fun virtual social event for mid-December 2020 – be on the lookout for an e-mail in your inbox.

Finally, if you want more information about upcoming Young Lawyers Section events or how you can get involved? Visit our website at www.greensboroyls.org, e-mail Hillary Kies (hkies@turningpointlit.com) to make sure you are on the listserv and follow us on [Facebook](https://www.facebook.com/greensborobarassociationyounglawyerssection) (Greensboro Bar Association's Young Lawyers Section). We hope to see you at one of our December 2020 events!



VIRTUAL HOLIDAY PARTY

GBA members (and spouses/guests) are invited to celebrate the holiday season at the Greensboro Bar Association's (Virtual) Holiday Gathering!

Wednesday, December 9, 2020
5:30 - 7:00 PM

Coming to a computer screen near you!

Join us as we spread a little virtual holiday cheer! There will be live entertainment, games, prizes, and tons of fun!

All registrants will receive an email with a Zoom link to join.

Register Now!



DONATIONS STILL NEEDED FOR THE ANNUAL ELEMENTARY SCHOOL HOLIDAY BOOK PROGRAM

Even though the holidays may look different this year, the Elementary School Project committee is continuing our holiday tradition of gifting books to the children at Jones Elementary School. With the support of GBA member donations, we will purchase books, through the school's Scholastic Book Fair, for the K-5 children in the Traditional English program. School staff will be working with us to distribute the books to the students.

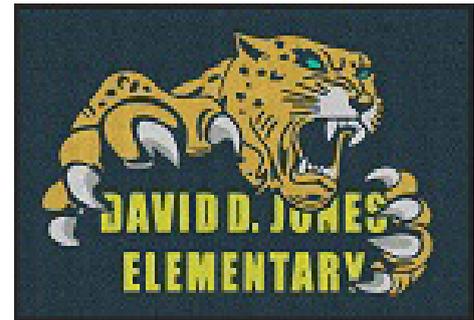
This year we must raise \$2,500 to give books both at the holidays and for all "graduating" 5th grade students in the spring. Donate now online, or mail your check made payable to the Greensboro Bar Association Foundation, with "Elementary School Project" in the memo line, to:

Greensboro Bar Association Foundation
P.O. Box 1825
Greensboro, NC 27402

As we will not be able to wrap the books together at the Holiday Party this year, we need your help wrapping the books from your home! Adam or Erin will deliver the books and wrapping supplies to your home or office, and pick up the wrapped books when you are finished! To volunteer or for more information, please contact [Adam Kerr](#) or [Erin Reis](#).

Donations are tax-deductible, with receipts sent to each donor. Thank you in advance for your continuing support – the children and teachers at Jones thank you too!

[Click to Donate Online Now](#)



CALLING ALL SANTA'S ELVES!

Join us by providing toys for this year's U.S. Marine Corps Toys for Tots Campaign

Due to COVID-19, we will miss hosting our big kickoff party this year at Ward Black Law. However, we are still partnering with the Marines to make sure kids in our area have a great Christmas!

There are many ways you can help!

1. Drop off new, unwrapped toys at Ward Black Law by December 10th. We are located at 208 W Wendover Avenue in Greensboro. For directions, [click here](#).
2. Shop the [Amazon wish list](#) and the items you purchase will be sent directly to the Greensboro Toys for Tots warehouse.
3. Like to give, but don't like to shop? You can still support Toys for Tots by writing a check to Toys for Tots and mailing it to:

Toys for Tots
7308 McCloud Road
Greensboro, NC 27409

The donation deadline is Thursday, December 10th. We would love for you to join in- as we bring joy to needy boys and girls in the Triad this Christmas.

Thank you!



MANISHA PATEL PRESENTED WITH GBA PRO BONO AWARD

The Greensboro Bar Association's 2020 Pro Bono Award was presented to Manisha P. Patel at the virtual member meeting on November 19, 2020.

Manisha is well deserving of this award. Last year, she was named the North Carolina Bar Association's Young Lawyer Pro Bono Attorney of the Year at the 2019 NCBA Annual Meeting. She was selected for the NCBA award because of her significant pro bono service through Legal Aid of North Carolina, the North Carolina Justice Center and the power of attorney clinics for immigrant residents, and service in the North Carolina Bar Foundation's signature pro bono programs, Free Legal Answers and 4ALL. Manisha is also a volunteer Guardian ad Litem for Guilford County where she provides support and assistance to some of the state's most vulnerable children. In addition to maintaining her solo law practice, she gives substantial time to pro bono clients and programs throughout North Carolina. She is also working with Legal Aid of North Carolina to develop a mediation program for Landlord-Tenant disputes.

Manisha is currently the chair of the GBA's Pro Bono Committee and has been in that role for several years. She is always promoting pro bono service among the local bar. She and her committee present the Herb Falk Society awards to recipients each year. Last year Manisha was inducted into the HFS after logging over 650 hours of pro bono service in 2019!

Manisha is in her second term as President of the North Carolina Association of Women Attorneys ("NCAWA"). Patel was selected for this leadership position after serving in her roles of Education Committee Chair, Secretary, Vice-President, and President-Elect. Manisha also served as President of the local chapter of NCAWA, Piedmont Triad Women Attorneys for 2016 and 2017.

Manisha earned her Juris Doctor from Elon University School of Law and holds bachelor's degrees in both economics and history from Virginia Tech University. With a focus on family law, Patel started her solo practice in November 2018 after spending over six years in private practice. Manisha offers compassionate legal counsel and support to family law clients during emotionally stressful transitions and difficult life situations.

We are proud to recognize Manisha's outstanding service.

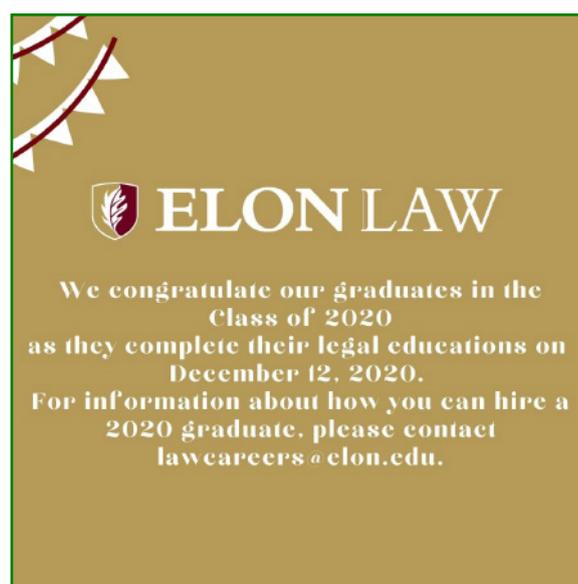


GBA Pro Bono Award recipient Manisha P. Patel

NCBA PRO BONO VOLUNTEER RECOGNITION

Do you know a pro bono superstar that deserves to be recognized for their service to others? The North Carolina Bar Association's Pro Bono Committee recognizes outstanding contributors to pro bono service by featuring volunteer spotlights on the NCBA Pro Bono Blog, and other communication channels. Please help us identify pro bono volunteers who go above and beyond in their service to their clients and communities by sharing volunteer names using this [form](#). Please note that nomination of diverse candidates is strongly encouraged.

Following your nomination, members of the Pro Bono Committee will follow up with the nominee to learn more about their pro bono work, motivations and advice for others interested in providing pro bono service. If you have questions, please submit them to probono@ncbar.org. Thank you! Jennifer G. Mencarini – jmencarini2@elon.edu



In Memoriam

LACY LEE LUCAS, JR.

July 9, 1930-March 14, 2020

Lacy Lee Lucas, Jr., age 89, died Saturday, March 14, 2020, at River Landing Retirement Community in Colfax, North Carolina.

Lacy was born on July 9, 1930, to Lacy Lee Lucas, Sr. and Mildred Lemons Lucas as their only child. While lacking siblings, he developed lifelong cherished relationships with his incredibly wonderful maternal and fraternal cousins.

He graduated from Greensboro Senior High School in 1948 and then attended the University of North Carolina at Chapel Hill, earning his bachelor's degree in business in 1952 and his law degree in 1955. Lacy was a member of Sigma Phi Epsilon fraternity where the special bonds he made lasted throughout his life. He loved UNC and was proud that all three of his grandchildren attended UNC Chapel Hill.

After admission to the North Carolina bar in 1955, Lacy practiced law for five decades. He loved the practice of law and he represented his clients with great integrity, respect and dedication.

As much as Lacy loved practicing law, he always put his family first. He was a devoted son, husband, father, and grandfather. His love for his family was immense and his family was truly blessed with his unconditional love. All other matters were immediately put on hold whenever a family member needed Lacy's help.

Lacy taught us by example how to truly live life. He extended the highest level of respect, honesty, and compassion to everyone he met. His attitude was always one of finding how we can work together to solve problems and make the world a better place. Lacy consistently offered encouragement and gratitude. Very importantly, he always had a smile. Lacy truly loved people.

Lacy was an active member of Grace United Methodist Church in Greensboro, North Carolina, for over 40 years, including serving on various boards and committees. He later transferred to Christ United Methodist Church. Very important to his heart, Lacy volunteered with The ARC of Greensboro, an organization promoting advocacy and programs for individuals with intellectual and developmental disabilities, and he was a founding board member of UMAR, an agency of the United Methodist Church, advocating for adults with developmental disabilities.

Lacy was predeceased by his beloved wife, Emily Stonestreet Lucas. Lacy and Emily were true devoted life partners for each other over their entire wonderful married life together of more than 53 years until Emily's death in 2006.

Lacy is survived by his daughter, Beth Emily Lucas Smith (Nicky); his sons, Barry Lucas and Gregg Lucas (Mary Anne); and his wonderful grandchildren, Austin Lucas, Harrison Lucas, and Meredith Emily Smith.

In Memoriam

JAMES ALLEN MEDFORD

James Allen (Jim) Medford, 75, died peacefully at his home on August 4, 2020, in Greensboro, North Carolina.

Jim Medford was raised in Waynesville, North Carolina. He was a Phi Beta Kappa graduate of UNC-CH with dual majors in chemistry and German. A Fulbright Scholar and UNC Morehead Scholar, he received his JD degree with high honors from Harvard Law School.

Medford retired in 2016 as a senior partner at Smith Moore Leatherwood (now Fox Rothschild LLP) in Greensboro; he joined the law firm in 1971 when it was named Smith Moore Smith Schell and Hunter. His practice was concentrated in the areas of intellectual property litigation, health care and international law. Medford was a member of the American Law Institute, the International Bar Association and the White Collar Crime Committee of the American Bar Association.

Longtime journalist, author and personal friend Jerry Bledsoe affectionately described Jim as “a tall, hulking man with a round face and a poet’s soul.” Medford loved both international travel and music. Fluent in German, he frequently visited and worked in Berlin and other cities in Germany. A six-month sabbatical took him and his wife Carol to Tahiti, Australia, the UK and Ireland. Jim’s musical tastes were eclectic, but he had a special place in his heart for classic country music and folk songs. Jim was passionate about political issues, justice and civil rights, always expressing that passion with authenticity and often with his wonderful sense of humor.

His greatest passion and love in life was his family and many lifelong friends. He is survived by his wife Carol Stearns Medford of Greensboro; his daughter Caroline Medford Lieber (Dan) of Wakefield, MA; son, William Alden Medford (Amy) of Cambridge, MA; and four beloved grandchildren, Shiri and Rose Lieber, and Lucy and Henry Medford.

SUSTAINING MEMBERS 2020-21

Thank you for your support!

James C. Adams, II	J. Scott Dillon	Ronald P. Johnson	John R. Morgan	Scott K. Tippet
Michael J. Allen	Robert D. Douglas, III	Sharon O. Johnston	Maureen Demarest Murray	Dennis J. Toman
J. Alexander S. Barrett	Robert H. Edmunds, Jr.	Paul L. Jones	Jeffrey E. Oleynik	William S. Trivette
Vance Barron	K. Michelle Fletcher	Kenneth L. Jones	Justin N. Outling	Joseph E. Turner
June L. Basden	John M. Flynn	Kenneth R. Keller	Gerald C. Parker	Randall A. Underwood
Jack B. Bayliss, Jr.	Jamie Lisa Forbes	April E. Kight	Seldon E. Patty	Richard L. Vanore
Marc D. Bishop	W. Erwin Fuller, Jr.	Amy H. Kincaid	Christina Freeman Pearsall	Christopher J. Vaughn
Stacey A. Brady	Richard W. Gabriel	Anita Jo Kinlaw-Troxler	Galina "Allie" Petrova	Russell G. Walker, Jr.
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William G. Burgin, III	Hunter H. Galloway, III	Norman Klick	Richard L. Pinto	Jeri L. Whitfield
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Barbara R. Christy	Garland G. Graham	D. Beth Langley	Sarah H. Roane	Gregory S. Williams
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Sally B. Cone	Charles T. Hagan, III	Paul H. Livingston, Jr.	Russell M. Robinson, III	Edward C. Winslow III
Richard D. Conner	Eloise Hassell	Anne B. Lupton	Stanley L. Rodenbough, IV	Keith A. Wood
William O. Cooke, Jr.	Marcus Edward Hayes	Travis William Martin	Mr. Kevin Alan Rust	Carolyn J. Woodruff
John M. Cross, Jr.	J. Patrick Haywood	Jonathan V. Maxwell	Kurt A. Seeber	S. Kyle Woosley
Lindsay R. Davis, Jr.	Richard H. Hicks, Jr.	Charles F. McCoy	John H. Small	Charles P. Younce
Kearns Davis	John T. Higgins, Jr.	Thomas E. Medlin, Jr.	Donald K. Speckhard	Elizabeth Zook
Rachel S. Decker	Thomas P. Hockman	David F. Meschan	Stanley E. Speckhard	
M. Jay DeVaney	George W. House	Larry I. Moore, III	Laurie R. Stegall	

WIN WIN REFERRAL STRATEGIES Continued from page 3

in the world that someone needs your help with. Quite possibly, right now. And the only way they will know you are available is if you call them.

Ideally, this list of 30 people is one that you will move through with regularity. These contacts will become part of your strategic networking plan and as you strengthen these relationships, you will want to continue to add new names to the list.

As you provide value to your network, they will look forward to receiving your phone calls – it's a Win Win strategy.

Conclusion

Much of your networking will continue to be virtual for the foreseeable future. But eventually, you will be able to gather again over coffee or lunch or local bar events. The time you invest in building these relationships today will result in improved profits tomorrow.

Camille Stell is the President of Lawyers Mutual Consulting & Services. Continue this conversation by contacting Camille at camille@lawyersmutualconsulting.com or 919.677.8900.



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