

# Florida Association for Women Lawyers

South Palm Beach County Chapter

Winter 2011-2012

December/January/February

Board of Directors 2011-2012

President

*Mindy Stein*

President Elect

*Angelina Namia*

Treasurer

*Melissa Melzer*

Secretary

*Leorah Greenman*

Membership

*Denise Rappaport Isaacs*

Public Relations

*Taryn Sinatra*

FAWL Chapter Representative

*Laurie Thompson*

Newsletter Editor

*Alice B. Newman*

Historian

*Ginny Goldman*

Immediate Past

President

*Tanya McConnell*

---

## President's Message

Dear Members of SPBC FAWL,

Happy Holidays to all of you!

Our schedule for 2012 is already packed, and we continue to add new programs. We start the year with a luncheon on January 12 at Abe and Louie's featuring our annual gold sponsor Nancy H. Weingard, Certified Financial Planner at Raymond James. Nancy's topic will be *Preparing for your Financial Well Being During Volatile Times*, and one hour CLE credit will be offered.

FAWL will be fabulous in February with a luncheon on February 9 at Seasons 52 with speaker Penny Morey of Remarkable HR, presenting: *Business Tips for Your Law Practice*. The following week, on February 14, our chapter is co-sponsoring a luncheon with the South Palm Beach County Bar at which the speaker will be Florida Bar President Scott Hawkins. This is the first time our FAWL chapter and South County Bar are sponsoring a program together, and I hope to see many of you at the joint luncheon.

We are very excited about the new venue for this year's Judicial



Reception on February 23, 2012 at Sundry House in Delray Beach. This is our annual signature event, and we will once again be honoring the South County Judiciary. Sponsorship opportunities are available for this event. If you or your firm is interested in sponsoring this event, please contact me at [mstein@mindystein.com](mailto:mstein@mindystein.com) and I will help you find a sponsorship level to meet your needs and your budget.

Please remember to check our new website at: [www.spbcfawl.org](http://www.spbcfawl.org) for a complete list of upcoming events.

We have other exciting programs coming this spring; stay tuned for additional information.

A very special thank you to Sabadell United Bank for graciously hosting our annual holiday party again this year.

No matter what holiday you are celebrating, I wish you health, peace and joy during this festive season.

In closing, I again welcome all new members and thank all the other members who have been stalwart in their support of SPBC FAWL and its programs.

Cheers,  
Mindy Stein,  
President, SPBC FAWL

**SCHEDULE OF EVENTS**

**Board Meetings take place on the first Wednesday of every month from 12 noon to 1 PM at Leorah Greenman's office, Frank Weinberg & Black, PL, 1800 Boca Center, 1800 Military Trail, Boca Raton, FL. All members are welcome to attend. Please let Leorah Greenman ([lgreenman@fwblaw.net](mailto:lgreenman@fwblaw.net).) know if you will be attending.**

**Monthly luncheons are held on the second Thursday of the month. There is no monthly luncheon for December, when we have our annual evening Holiday party. The cost is generally \$25 for members and \$30 for non-members. Please RSVP to Leorah Greenman [lgreenman@fwblaw.net](mailto:lgreenman@fwblaw.net).**

**WE LOOK FORWARD TO SEEING YOU AT THESE UPCOMING SPBC FAWL EVENTS:**

- |                          |  |
|--------------------------|--|
| <b>January 12, 2012</b>  | <b><u>MONTHLY LUNCHEON</u></b> Presentation by Nancy Weingard, CLTC, CFP® on Financial Planning for Professional Women at Abe & Louie's Restaurant   |
| <b>February 9, 2012</b>  | <b><u>MONTHLY LUNCHEON</u></b> Presentation by Penny Morey of Remarkable HR on Business Tips for Your Law Practice at Seasons 52 Restaurant  |
| <b>February 14, 2012</b> | <b><u>MONTHLY SOUTH PALM BEACH COUNTY BAR ASSOCIATION LUNCHEON</u></b> Co-sponsored by SPBC FAWL, this luncheon will feature Scott Hawkins, President of the Florida Bar at the Renaissance Boca Raton Hotel |
| <b>February 23, 2012</b> | <b><u>ANNUAL JUDICIAL RECEPTION</u></b> at The Sundry House in Delray Beach  |
| <b>March 8, 2012</b>     | <b><u>MONTHLY LUNCHEON</u></b> at The Duncan Conference Center in Delray Beach   |

**IF YOU AREN'T A MEMBER PLEASE JOIN US!**

To join South Palm Beach County FAWL for the first time or to renew your membership, please complete the paper application (ask Leorah Greenman [lgreenman@fwblaw.net](mailto:lgreenman@fwblaw.net) for one) and mail it in or bring it to one of our meetings. At this point, we ask that you do not join or renew online. The application will be available at our Membership Reception and at our Meetings.

**CONGRATULATIONS TO...**

**SPBC FAWL** on its third annual **FAWL THINKS PINK** breast cancer awareness luncheon and fundraiser. The luncheon, coordinated by our own Carol A. Gart, was a sold out success. It was held at Mariposa Restaurant at Neiman Marcus and featured Dr. Melanie Bone. Thanks to our event sponsors, Neiman Marcus and Skin Apeel Day Spa, who donated gifts for our raffle. We also thank Hyla Levine of Green Barn Orchid supplies for helping to underwrite and assemble the beautiful pink orchid centerpieces. We are proud to announce that the funds we raised through our raffle and lunch admissions allowed us to make a substantial donation to Cancer Sensibility, the foundation established by Dr. Bone.

**MEMBER NEWS OF NOTE:**

- ◆ **ROCHELLE (“SHELLY”) KERNER IS PLEASED TO ANNOUNCE THAT THE BUDDY HOLLY TRIBUTE CONCERT (THE ULTIMATE BUDDY PARTY) ON WHICH SHE WORKED IS SCHEDULED TO BE AIRED BEGINNING EARLY DECEMBER, ON PBS. IT SHOULD APPEAR ON THE MIAMI STATION (WPBT) LATE EVENING, DECEMBER 3RD. SHE IS WAITING FOR FINAL CONFIRMATION IN THE IMMEDIATE FEW DAYS OF ITS SCHEDULE FOR AIRING ON THE PALM BEACH PBS STATION (WXEL). FOR THOSE INTERESTED, LOCAL LISTINGS SHOULD BE CHECKED.**

- ◆ **MAXINE MARTELL** has opened a mediation practice, Martell Mediation, focusing on commercial litigation, and probate, real estate and family matters requiring significant financial expertise. With her strong ties to the business community, she plans to act as link between successful female executives and attorneys in Palm Beach County, creating synergy for both groups. Recently, she has accepted the invitation to become a member of the Executive Women of the Palm Beaches, limited to 200 influential members. She is currently a Member of the Board of Directors of WPBT2, the South Florida PBS channel, a position she has been in for the last four years. For over 15 years Maxine held leadership positions at global Fortune 500 companies and new ventures. Prior to that time, she was an attorney with Simpson, Thatcher & Bartlett in NYC and she remains a member of the NYS Bar.
  
- ◆ **MELISSA MELZER** is pleased to announce that she is now working with the American Red Cross as the Gift Planning Officer for the Palm Beach County and Treasure Coast region. Melissa will advise current and potential Red Cross donors about the various opportunities for planned giving, such as leaving a bequest in a will or trust or establishing a charitable gift annuity, charitable lead trust, charitable remainder trust, retained life estate or a pooled income fund. Additionally, Melissa will implement the planned giving program for the region and work to maximize donor relations and secure planned gifts supporting any component of the organization's mission. Melissa wants you to know that there are numerous components to the mission of the Red Cross. For example, the Red Cross provides services to members of the U.S. Armed Forces and their families, including facilitating communication to/from deployed service members in emergencies, sending care packages, and providing financial assistance to veterans. Melissa is extremely proud to be a part of the Red Cross. She thanks all of the members of the South Palm Beach County Chapter of FAWL who have been so supportive.
  
- ◆ **ANGELINA NAMIA** gave an Identity Theft Presentation: How to Prevent Becoming a Victim to the American Business Woman's Association Coral Springs Charter Chapter(ABWA) on November 9, 2011 to the Members of the Business Forum at the Westin, Fort Lauderdale.

- ◆ **HOLLY O'NEILL** recently moved her office. Effective October 1, 2011, Miller & O'Neill, P.L. has relocated their offices to 2101 N.W. Corporate Boulevard, Suite 400, Boca Raton, FL 33431. All telephone numbers, fax, and e-mails remain the same. Additionally, Holly O'Neill has become a Trustee Member of the Boca Chamber of Commerce, and continues to be an active member of numerous local organizations. Holly concentrates her practice in the area of Trusts and Estates, including estate planning, administration of estates, trust and guardianships, as well as related disputes, trials, appeals, arbitration and mediation. In addition, Holly assists her clients with wealth preservation, estate and gift tax planning, structuring of business transactions, and elder law.

### **A SPECIAL THANK YOU TO OUR ANNUAL SPONSORS:**

- ◆ Sabadell United Bank
- ◆ Nancy Weingard, CLTC, CFP ® Raymond James and Associates, Inc.

## **ABOUT SOUTH PALM BEACH COUNTY FAWL**

**F**ormed in 2003, the objectives of FAWL's South Palm Beach County Chapter are (1) to advance the professional status of women lawyers, (2) to promote the rights of women generally, (3) to enhance the visibility of women within the legal profession and within their communities and (4) to create and maintain supportive networks among women in the legal and other professions. Membership is available to female and male lawyers, the judiciary, and law students.

## **WHAT'S NEW AT SOUTH PALM BEACH COUNTY FAWL**

We have a new website! Please visit <http://www.spbcfawl.org> for all things related to our chapter. Please note that the website is still under construction and will soon have much more detail.

We are also pleased to announce that SPBC FAWL is now on Facebook. Please check out our chapter's Facebook page at <http://www.facebook.com/pages/SPBC-FAWL/265414360166415> .

We hope all members who have a personal or business Facebook page will "like" us on Facebook, become a fan and show your support. You can check out the Facebook page for photos, event information, and other general information. We welcome you to leave comments, photos and connect with each other this way. This is your page!

**Of all the banks in South Florida, only one has the distinction of being called "The Lawyers' Bank."**

**FOR OVER 30 YEARS, WE HAVE CONCENTRATED ON PROVIDING LAW FIRMS, THEIR PARTNERS, ASSOCIATES, STAFF AND CLIENTS WITH AN UNCOMMON LEVEL OF ATTENTION AND SERVICE. WHICH IS WHY SO MANY LAW FIRMS IN SOUTH FLORIDA COUNT ON SABADELL UNITED BANK. WHETHER IT'S BUSINESS OR PERSONAL BANKING, OR PRIVATE BANKING, OUR GOAL IS TO MAKE A MEASURABLE DIFFERENCE IN ALL RELATIONSHIPS THROUGH EXCEPTIONAL SERVICE, AND CONSTANT FOCUS ON DELIVERING MEASURABLE RESULTS TO OUR CLIENTS.**

**FOR MORE INFORMATION, PLEASE CALL BUD OSBORNE, EXECUTIVE VICE PRESIDENT, OR DONN LONDEREE, VICE PRESIDENT AT (561) 750-0075 OR VINCENT CUOMO, VICE PRESIDENT AT (561) 688-9400**



**Sabadell**  
United Bank



**EQUAL HOUSING LENDER**  
[WWW.SABADELLUNITED.COM](http://WWW.SABADELLUNITED.COM)

**MEMBER FDIC**  
**©2010 SABADELL UNITED BANK**



## THE FLORIDA BAR

651 EAST JEFFERSON STREET  
TALLAHASSEE, FL 32399-2300

JOHN F. HARKNESS, JR.  
EXECUTIVE DIRECTOR

850/561-5600  
WWW.FLORIDABAR.ORG

November 2, 2011

To Voluntary Bar Presidents and Executive Directors

The Florida Bar established a Grievance Mediation and Fee Arbitration Program in 2004, as a means for attorneys and clients to resolve disputes without the involvement of formal disciplinary processes. These programs are offered as a voluntary service to the public and members of the bar. Since the bar does not charge a fee for participation in either of these programs, the success of the program depends upon finding volunteer mediators and arbitrators who are willing to donate their time.

I am requesting your assistance in finding qualified applicants to become certified mediators and/or arbitrators for our program. If your organization produces any kind of newsletter or other publication, would you consider including the attached information as a means to solicit volunteers?

Please feel free to contact me with any questions you may have. My direct phone number is (850) 561-5719, or via email at [saustin@flabar.org](mailto:saustin@flabar.org).

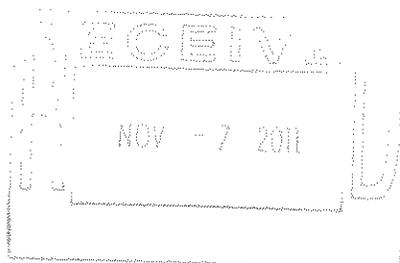
Thank you in advance for your help with this program.

Sincerely,

Susan Austin, Program Administrator  
Attorney/Consumer Assistance Program (ACAP)

/sa

Enclosure



The Florida Bar's Grievance Mediation and Fee Arbitration program is seeking volunteer arbitrators and mediators. This program is offered by The Florida Bar as a public service to our members, clients, and the court system and attempts to resolve disputes between attorneys and clients or between attorneys. There is no charge for parties to engage in our program.

Arbitrations and mediations are conducted throughout the state of Florida and are held in the geographical location of the parties. A panel of 3 arbitrators is assigned to hear fee disputes over \$75,000. If the parties elect mediation, then the case will be assigned to a sole mediator.

Florida Bar members who participate as volunteer arbitrators and/or mediators as part of this program are eligible for CLE credit for an hour-for-hour basis, with a maximum of five (5) credit hours in the area of ethics for the 3-year reporting period.

Please refer to Chapter 14 of The Rules Regulating The Florida Bar for complete information on this program. Eligibility requirements for certification as program arbitrators and/or mediators can be found in the Procedural Rules of Chapter 14.

If you are interested in participating as a volunteer program arbitrator and/or mediator for the Florida Bar Grievance Mediation and Fee Arbitration Program, please contact:

Susan Austin, Program Administrator  
The Florida Bar  
651 E. Jefferson Street  
Tallahassee, FL 32399-2300  
(850) 561-5719  
[saustin@flabar.org](mailto:saustin@flabar.org)



**Nancy Weingard, CLTC,CFP®**  
Vice President, Financial Planning  
2255 Glades Road  
Suite 120-A  
Boca Raton, FL 33431  
561-997-9100  
nancy.weingard@raymondjames.com  
Weingardwealthmanagement.com

**RAYMOND JAMES®**

# Beyond Traditional Asset Classes: Exploring Alternatives



Stocks, bonds, and cash are fundamental components of an investment portfolio. However, many other investments can be used to try to spice up returns or reduce overall portfolio risk. So-called alternative assets have become popular in recent years as a way to provide greater diversification.

## What is an alternative asset?

The term "alternative asset" is highly flexible; it can mean almost anything whose investment performance is not correlated with that of stocks and bonds. It may include physical assets, such as precious metals, real estate, or commodities. In some cases, geographic regions, such as emerging global markets, are considered alternative assets. Complex or novel investing methods also qualify. For example, hedge funds use techniques that are off-limits for most mutual funds, while private equity investments rely on skill in selecting and managing specific businesses. Finally, collectibles are included because the value of your investment depends on the unique properties of a specific item as well as general interest in that type of collectible.

Each alternative asset type involves its own unique risks and may not be suitable for all investors. Because of the complexities of these various markets, you would do well to seek expert guidance if you want to include alternative assets in a portfolio.

## Hedge funds

Hedge funds are private investment vehicles that manage money for institutions and wealthy individuals. They generally are organized as limited partnerships, with the fund managers as general partners and the investors as limited partners. The general partner may receive a percentage of the assets, fees based on performance, or both.

Hedge funds originally derived their name from their ability to hedge against a market downturn by selling short. Though they may invest in stocks and bonds, hedge funds are considered an alternative asset class because of their unique, proprietary investing

strategies, which may include pairs trading, long-short strategies, and use of leverage and derivatives. Participation in hedge funds is typically limited to "accredited investors," who must meet SEC-mandated high levels of net worth and ongoing income (individual funds also usually require very high minimum investments).

## Private equity/venture capital

Like stock shares, private equity and venture capital represent an ownership interest in one or more companies. However, unlike stocks, private equity investments are not listed or traded on a public market or exchange, and private equity firms often are involved directly with management of the businesses in which they invest.

Private equity often requires a long-term focus. Investments may take years to produce any meaningful cash flow (if indeed they ever do); many funds have 10-year time horizons. Like hedge funds, private equity also typically requires a large investment and is available only to investors who meet high SEC net worth and income requirements.

## Real estate

You may make either direct or indirect investments in buildings--either commercial or residential--and/or land. Direct investment involves the purchase, improvement, and/or rental of property; indirect investments are made through an entity that invests in property, such as a real estate investment trust (REIT). Real estate not only has a relatively low correlation with the behavior of the stock market, but also is often viewed as a hedge against inflation.

## Precious metals

Investors have traditionally purchased precious metals because they believe that gold, silver, and platinum provide security in times of economic and social upheaval. Gold, for instance, has historically been seen as an alternative to paper currency and therefore may help hedge against inflation and

### Funds of hedge funds

*If you do not qualify to invest directly in a hedge fund, you may be able to find a fund that invests in multiple hedge funds and requires a lower minimum investment, though that minimum usually is still higher than most mutual-fund minimums. By investing in multiple investing styles, managers, and strategies, a fund of funds may provide greater diversification than a single hedge fund. Be aware that a fund of funds may or may not be registered with the SEC; be sure to check. Even if it is registered, any SEC protections apply only to the fund of funds, not necessarily to the underlying funds in which it invests. Also, you will pay fees charged by both the fund of funds and each underlying fund.*



currency fluctuations. As a result, gold prices often rise when investors are worried that the dollar is losing value, though prices can fall just as quickly.

There are many ways to invest in precious metals. In addition to buying bullion or coins, you can invest in futures, shares of mining companies, sector funds, and exchange-traded funds (ETFs).

### **Natural resources**

Direct investments in natural resources, such as timber, oil, or natural gas, can be done through limited partnerships that provide income from the resources produced. In some cases, such as timber, the resource replenishes itself; in other cases, such as oil or natural gas, it may be depleted over time. Timberland also may be converted for use as a real estate development.

### **Commodities and financial futures**

Commodities are physical substances that are fundamental to creating other products or to commerce generally. Commodities are basically indistinguishable from one another. Examples include oil and natural gas; agricultural products such as corn, wheat, and soybeans; livestock such as cattle and hogs; and metals such as copper and zinc.

Commodities are typically traded through futures contracts, which promise delivery on a certain date at a specified price. Futures contracts also are available for financial instruments, such as a security, a stock index, or a currency. Though the futures market was created to facilitate trading among companies that produce, own, or use commodities in their businesses, futures contracts also are bought and sold as investments in themselves, and some mutual funds and ETFs are based on futures indexes.

Futures allow an investor to leverage a relatively small amount of capital. However, they are highly speculative, and that leverage also magnifies the potential loss if the market does not behave as expected.

### **Art, antiques, gems, and collectibles**

Some investors are drawn to these because art, antiques, gems, and other collectibles may retain their value or even appreciate as inflation rises. However, those values can be unpredictable because they are affected by supply and demand, economic conditions, and the quality of an individual piece or collection.

## **Why invest in alternative asset classes?**

Part of sound portfolio management is diversifying investments so that if one type of investment is performing poorly, another may be doing well. As previously indicated, returns on some alternative investments are based on factors unique to a specific investment. Also, the asset class as a whole may behave differently from stocks or bonds.

An alternative asset's lack of correlation with other types of investments gives it potential to increase or stabilize a portfolio's return. As a result, alternative assets can complement more traditional asset classes and provide an additional layer of diversification for money that is not part of your core portfolio, though diversification cannot guarantee a profit or ensure against a loss.

### **Tradeoffs you need to understand**

Alternative assets can be less liquid than stock or bonds. Depending on the investment, there may be restrictions on when you can sell, and you may or may not be able to find a buyer. Performance, values, and risks may be difficult to research and assess accurately. Also, you may not be eligible for direct investment in hedge funds or private equity.

The unique properties of alternative asset classes also mean that they can involve a high degree of risk. Because some are subject to less regulation than other investments, there may be fewer constraints to prevent potential manipulation or to limit risk from highly concentrated positions in a single investment. Finally, hard assets, such as gold bullion, may involve special concerns, such as storage and insurance, while natural resources and commodities can suffer from unusual weather or natural disasters.

A financial professional can advise you on whether alternative assets have a role in your portfolio, and which types might be appropriate for you.

---

This information was developed by Forefield, Inc. an independent third party. It is general in nature, is not a complete statement of all information necessary for making an investment decision, and is not a recommendation or a solicitation to buy or sell any security. Investments and strategies mentioned may not be suitable for all investors. Past performance may not be indicative of future results. Raymond James & Associates, Inc. does not provide advice on tax, legal or mortgage issues. These matters should be discussed with an appropriate professional.

Certified Financial Planner Board of Standards Inc. owns the certification marks CFP®, CERTIFIED FINANCIAL PLANNER™ and federally registered CFP (with flame logo), which it awards to individuals who successfully complete initial and ongoing certification requirements.