

Meeting Minutes of  
the South Carolina Chapter of the  
Association of Legal Administrators

Location: The Columbia Conference Center, 169 Laurelhurst Ave., Columbia, SC  
Date: April 16, 2009  
Time: 10:30 a.m.

Outgoing President Shawn Payment called the meeting to order at 10:30 a.m.

1. Shawn welcomed attendees and thanked everyone for making this past year a great one for SCALA. Shawn acknowledged our Business Partners in attendance, Cash Management Solutions and William Ives Consulting.

SCALA has a smaller number attending the ALA National Conference in New Orleans in May. Attendees were encouraged to bring back valuable information and to let Shawn know their contact information while at the conference.

Shawn invited members to volunteer for Committee Chair persons positions, in particular, the newsletter and vendor fair.

2. Shawn introduced the meeting's speaker, Rob Stolph, from Cash Management Solutions. Rob has been an ALA member for over 5 years. Some of the high points of Rob's presentation, "Profitability Challenges Most Law Firms Face", included

- Don't waste a crisis. Take advantage of the crisis to make positive changes.
- Challenge firms to run like every quarter is the fourth quarter.
- Perform credit-worthiness checks on all new clients.
- Upper management must be involved.

Shawn Payment presented Rob with a speaker's gift and encouraged attendees to complete the provided evaluation forms.

3. Induction of new chapter officers followed. Clark Reifsnider recognized Bruce Beatty as being the very first SCALA Chapter President. Clark conducted the installation of Kim Maddux, President, Jane Todd, President-elect, Clara Godshall, Secretary, and Heather Niemi, Treasurer as Officers for 2009-2010.

4. Newly-elected President, Kim Maddux, thanked Shawn Payment and recognized him as an outstanding President. During his presidency and now as Past President, Shawn continues to be the major writer, editor, and publisher of the SCALA Scoop. He has worked with Acumen in the website's redesign and currently serves as Vendor Relations Chair, as Business Partners recruiter, and as Vendor Fair Coordinator. Shawn is also the Chapter Liason for the Regions 1 and 2 Savannah Conference. SCALA is co-hosting the Savannah Conference with the Atlanta chapter.

Kim presented Shawn with a handsome plaque to commemorate his service to SCALA.

5. President Maddux recognized the ALA Member Objectives and the Chapter's Performance Objectives. Kim encouraged the membership to read the ALA Mission Statement and Anti-Trust information found on the ALA website and SCALAnet.org and to take advantage of the many benefits offered by ALA, such as the Legal Management Resource Center and the ALA Management Encyclopedia.

Members were also encouraged to complete the ALA Annual Compensation Survey. The deadline for completion is May 1, 2009.

6. President Maddux announced the following:

- June 18 - SCALA Chapter Meeting at Nelson Mullins in Columbia, SC, ALA Conference in Review
- October 23 and 24 - Regions 1 and 2 Conference in Savannah, GA. Scholarship drawings will be held at the June and August SCALA meetings.

President Maddux encouraged members to visit the newly-designed SCALA website and send content suggestions, etc. to Shawn Payment via email.

After wishing Jane Todd a very Happy Birthday, the meeting adjourned to lunch at 11:52 a.m.