

# **Directory or Direction?**

# ABOUT THIS DIRECTORY

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# **Matt Bartel**

President & CEO mbartel@alfn.org

### Susan Rosen

SVP, Membership & Industry Relations srosen@alfn.org

# **Erica Dowling**

Administrative & Events Coordinator edowling@alfn.org

# **GENERAL CONTACT INFO**

# by mail

10805 Sunset Office Drive, Suite 400 St. Louis, Missouri 63127

# by phone

636-257-4500

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# The single biggest (and best) investment you'll make all year.

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At ALFN we believe that our business is your business. As a membership association, our investment runs deep because your people are our people.

We know business is built on relationships, trust, and results. That's why everything we do centers on one thing: people. Connecting you with the right business partner. Leveraging our experts and thought leaders to educate you. Making available our technological resources to drive value to your bottom line. Creating, refining and promoting our platforms, in print, online and face-to-face, to elevate your brand.

On the following pages, you'll find some of the best people doing some of the best work in mortgage servicing today. We're proud that they're ALFN members and we hope you'll make the decision to do business with us, and them, today.

# ABOUT THE ALFN

The ALFN is a professional organization comprised of members of the legal and financial services industries. Our mission is to serve our members through leadership, education, advocacy, and professional development. ALFN's membership roster consists of over 137 member organizations that include law firms, foreclosure trustee's and ancillary service providers covering all 50 states.

This guide is updated and published twice a year by the American Legal & Financial Network (ALFN). For online member searches and additional contacts, use our online member directory at ALFN. org. All rights reserved. For more information on membership, dues, sponsorship or events contact Susan Rosen at srosen@alfn.org.

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# **THANK YOU ALFN PARTNERS**

We thank these top-level annual sponsorship partners for their commitment to supporting the ALFN at the highest level possible. Each of these members have contributed a substantial amount of support towards our events and publications this year. Visit www.alfn.org/partners to learn more about becoming an annual sponsorship partner.



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# **Publications**

# alfn angle

The ANGLE is the ALFN's premier publication, published quarterly. Each ANGLE showcases several members through updates, contributions and regular sections that include Features and State Snapshots.

# legal updates

Brief, member-authored directives covering local, state and federal legal issues sent directly to over 5,000 mortgage servicing professionals.

# annual awards

Published each year at ANSWERS to recognize award recipients for the following ALFN awards: Industry Achievement (up to 6 awards given), JPEG Picture the Future (up to 12 awards given), and Member Service (4 awards given). These awards are given to individuals who stand out for their leadership and commitment of the mortgage servicing industry.

# legalist (member directory)

The one resource for all your ALFN member contacts.

# willed

A quarterly publication brought to you by ALFN's Women in Legal Leadership practice group. The purpose of WILLed is to disseminate information, promote unity, and provide updates to our members.

# Groups

# amicus briefs

Meets as-needed and determines, drafts and files amicus briefs on behalf of the ALFN in cases deemed to have direct impact on practitioners and clients.

# willed women in legal leadership "will"

The largest group in the ALFN, WILL is designed specifically as a forum for women in the mortgage servicing industry to cultivate women leaders. This group hosts its own summit each Spring called WILLPOWER.

# junior professionals & executives "jpeg"

JPEG is the ALFN's young professionals network attracting stand-out practitioners and business professionals under 40 years of age. JPEG hosts periodic mixers, volunteer opportunities, young professional awards, and offers participants educational and career building opportunities.

# complex litigation, legislative & regulatory policy "advocacy"

Closely examines, monitors and provides updates on complex litigation issues, as well as legislative and regulatory issues impacting practitioners, clients and the industry at large. This group plays a distinct role in planning the ALFN's advocacy efforts.

# bankruptcy

Focuses on recent cases, bankruptcy rule changes and other issues affecting mortgage servicers. This group coordinates webinars, authors content for ALFN publications and helps host the ALFN Bankruptcy Intersect program each Spring.

# inclusion diversity equity & awareness "idea"

ALFN values the individual differences and the benefits that D&I brings to our association. This committee helps provide educational opportunities with a focus on D&I issues, and assists the ALFN in leading through effective diversity and inclusion programming and strategic initiatives.

# forum

Small groups of 5-10 people, that consist of similarly situated members who can offer you direction based on their experiences. Participants take part in monthly meetings and support a trusting environment in which they can safely and confidentially explore business, work and personal growth issues.

# **Events**

### answers

The ALFN's flagship event, ANSWERS, is held each July. An invitation-only event, ANSWERS attracts 250+ mortgage servicing professionals and is now in its 21st year offering education, networking and business development.

# webinars

Top-notch education right from your desk. ALFN webinars regularly attract 100-200+ attendees and are offered free-of-charge to members and mortgage servicers. With archived presentations for on-demand access, live Q&A sessions with speakers, and complimentary marketing to over 5,000 industry professionals, there's no better option to maximize your membership ROI. CLE credit provided on select webinars.

# onsite trainings

Day-long, servicer-specific seminars are coordinated periodically by servicer request. Training may also be conducted online.

# intersect

Bankruptcy Intersect is held each Spring and Foreclosure Intersect is held each Winter, both in Dallas. This two-part Intersect program drills down on industry trends, forecasts issues to come, and reinforces positive communication between your Foreclosure and Bankruptcy departments, legal counsel, borrowers, and investors. Each program is unique in that it covers either Foreclosure or Bankruptcy issues and best practices exclusively with a more in-depth approach to a higher-level learning environment.

# willpower summit

This event, held each Spring in Dallas, is the definitive summit for sharing, development and networking for women leaders in the industry. Men are also encouraged to attend and be involved.

# idea summit

This half-day annual summit is held each Fall in Dallas following our Foreclosure Intersect conference, and is hosted by the ALFN's Inclusion, Diversity, Equity & Awareness "IDEA" group. ALFN values the individual differences within our member community, and the benefits that diversity and inclusion brings to our association.

# **ALFN Attorney-Trustee Membership Fees**

# Law Firm or Foreclosure Trustee

Membership is for the Firm/Company including any in-house employees of the Firm/Company. Member shall be represented by any employee (director, officer or other in-house employee) designated by such Member. Renewal invoices for full annual dues are sent in January each year. New members (those that haven't had a prior membership in ALFN) — your annual dues will be prorated based on the calendar year and the month in which you join. Reinstating members (those that have been members before and are re-instating/re-joining the ALFN) are assessed full annual dues for the calendar year, no proration.

# Initiation Fee - New & Reinstating Members Only

Initiation Fee

New Attorney-Trustee members pay a one-time initiation fee upon being approved for membership and is based on the number of attorneys in your creditors rights practice. Former members reinstating your membership will pay 20% of the initiation fee for each year that your membership has been inactive.

1-5 Attorneys \$3,500.00 6-10 Attorneys \$5,250.00 11+ Attorneys \$7,000.00

# Member Annual Dues

Per State Dues

Dues are assessed for all states in which you perform, or advertise the ability to perform, creditor's rights legal services related to the financial services industry.

An additional flat fee will be paid for any national default related practices for any one of the following practice areas: Bankruptcy, Eviction, REO, Litigation, Title.

First State Dues

\$3,750.00

All Additional States

\$375.00 per state

National Practice Fee

Flat Fee Per National Practice

\$1,000.00

(The National Practice maximum fee is \$3,000.00, and the fee only applies to any national practices where you perform services in all 50 states)

Non-Legal Support Services Fee If the law firm/trustee or any combination of members or partners of the law firm/trustee owns 30% or more of a separate company that provides non-legal support services to the financial services industry, then an additional flat fee will be paid. This fee will be waived if the separate company is an Associate member of ALFN.

Flat Fee

\$2,500.00

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# **ALFN Associate Membership Fee**

# **Ancillary Service Providers, Non-Law Firm or Trustee**

Membership is for the Firm/Company including any in-house employees of the Firm/Company. Member shall be represented by any employee (director, officer or other in-house employee) designated by such Member. Renewal invoices for full annual dues are sent in January each year. New members (those that haven't had a prior membership in ALFN) - your annual dues will be prorated based on the calendar year and the month in which you join. Reinstating members (those that have been members before and are re-instating/re-joining the ALFN) are assessed full annual dues for the calendar year, no proration.

# Associate Member Annual Dues

Three membership levels are available to choose from. Your total annual dues are calculated by adding the Annual Dues (based on the membership level you choose below) + Legal Services Flat Fee (if any).

# Renewing or Reinstating Members

Premier	\$15,000.00
Partner	\$6,000.00
Advocate	\$4,000.00

# New Members (does not include any complimentary registrations to ANSWERS)

Premier	\$11,500.00
Partner	\$4,250.00
Advocate	\$4,000.00

# Legal Services Flat Fee

If an associate member is 30% or more owned by lawyers or any combination of members or partners of a law firm that provides legal services to the financial services industry, an additional fee will be assessed. This fee will be waived if the law firm is a member of ALFN.

Legal Services Flat Fee \$2,500.00

# For new member inquiries visit alfn.org

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# Xome Holdings, LLC

# Shawn Miller

750 State Highway 121 Byp, Ste 100 Lewisville, TX 75067 Phone: (949) 241-9467 shawn.miller@xome.com www.xome.com

# **Land and Title**

### Covius

### Joe Chappell

720 S. Colorado Blvd., Suite 200 Glendale, CO 80246 Phone: (303) 715-2705 Fax: (877) 516-8699 joe.chappell@covius.com www.covius.com

# **First American Mortgage Solutions**

# Susan Stromswold

3 First American Way Santa Ana, CA 92707 Phone: (714) 250-7805 Fax: (714) 824-4987 sstromswold@firstam.com www.firstam.com

### \* ServiceLink

### **Tracy Venturino**

250 Commerce, 2nd Floor Irvine, CA 92602 Phone: (513) 720-7164 tracy.venturino@svclnk.com www.svclnk.com

# Titleology, Inc.

### Jay Jacobs

14800 Landmark Blvd., Suite 850 Dallas, TX 75254 Phone: (469) 208-0403 jay.jacobs@titleology.com www.titleology.com

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# Jennifer Dlugolecki

19150 S. 88th Ave.
Mokena, IL 60448
Phone: (631) 764-5057
Fax: (708) 478-5405
jennifer.dlugolecki@fireflylegal.com
www.fireflylegal.com

# **Global Strategic BPO**

### **Brian Flaherty**

508 S Lexington Ave Burlington, NC 27215 Phone: (732) 232-4341 brian.flaherty@globalstrategic.com www.globalstrategic.com

# **Greentree Legal LLC**

### Paula Ashcraft

10925 Reed Hartman Hwy., Suite 300 Cincinnati, OH 45242 Phone: (513) 891-8600 Fax: (513) 891-8600 pashcraft@greentreelegal.com www.greentreelegal.com

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### Leisha Delgado

737 Main Street, Suite 100 Safety Harbor, FL 34695 Phone: (727) 403-5900 Leisha.Delgado@hellosolutions.com www.hellosolutions.com

# iMailTracking LLC

### **David Dutcher**

9620 Ridgehaven Ct San Diego, CA 92123 Phone: (858) 204-6911 david.dutcher@imailtracking.com www.imailtracking.com

# Miller Strategic Advisory Group, LLC Candice Archibald Miller

4391 South Buffalo St. Unit 28 Orchard Park, NY 14127 Phone: (716) 253-4093 candice@milleradvisory.group

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Phone: (866) 789-1814

Fax: (866) 789-1845

tgallant@mortgageconnectlp.com www.mortgageconnectlp.com

# Mortgage Legal Network

# Toni Klysz

9941 Black Hills Lane Santee, CA 92071 Phone: (619) 884-8149

Toni@mortgagelegalnetwork.com

# National Business Institute (NBI, Inc.)

# Elizabeth Zenner

1218 McCanne Drive Altoona, WI 54720 Phone: (855) 855-6240 Fax: (715) 835-1405

olizoboth zonnor@nhi

elizabeth.zenner@nbi-sems.com www.nbi-sems.com

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19215 E Point Lane
Wildwood, MO 63005
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Fax: (636) 891-0204
customerservice@printcorsolutions.co
m www.printcorsolutions.com

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Tampa, FL 33602 Phone: (813) 251-2580 Fax: (813) 251-2585 htropp@sgpadv.com www.sgpadv.com

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102 9th Street, Suite 200 San Antonio, TX 78215 Phone: (813) 257-9084 jan.duke@a360inc.com www.a360inc.com

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### Mike Toth

601 Riverside Ave Jacksonville, FL 32204 Phone: (904) 854-5100 Mike.Toth@bkfs.com www.blackknightinc.com

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13160 Foster St., Ste. 100 Overland Park, KS 66213 Phone: (913) 663-7645 Kevin.Tonovitz@CaseMax.com

www.casemax.com

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### Neeraj Mendiratta

9154 Delemar Court Wellington, FL 33414 Phone: (561) 223-2251 neeraj.mendiratta@knovaone.com www.knovaone.com

### NetDirector

# Harry Beisswenger

12363 Hampton Park Blvd. Tampa, FL 33624 Phone: (813) 774-4797

Fax: (813) 749-7130 harry@netdirector.biz www.netdirector.biz

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777 International Parkway Flower Mound, TX 75028 Phone: (949) 813-0033 rob.pajon@orangegrid.com www.orangegrid.com

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Scott & Corley, PA

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- ★ Marinosci Law Group, P.C.
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Schiller, Knapp, Lefkowitz & Hertzel, LLP

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- ★ Tromberg Morris & Poulin, PLLC BWW Law Group, LLC Cohn, Goldberg & Deutsch, L.L.C. McCabe, Weisberg & Conway, LLC Orlans PC Rosenberg & Associates, LLC. Stern & Eisenberg, PC

# Washington

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### AI AW

### Jonathan Sawyer

5404 Cypress Center Dr, Suite 300 Tampa, FL 33609

Phone: (813) 356-0222 info@alaw.net www.alaw.net

# Aldridge Pite, LLP

# Gee Aldridge

3575 Piedmont Rd, NE, Suite 500

Atlanta, GA 30305 Phone: (404) 994-7400 galdridge@aldridgepite.com www.aldridgepite.com National Practices: Eviction



# Baer Timberlake, PC

### Jim Timberlake

5901 N. Western Avenue, Suite 300 Oklahoma City, OK 73118 Phone: (405) 842-7722 Fax: (405) 848-9349

jim@baer-timberlake.com www.baer-timberlake.com

# Baker, Donelson, Bearman, Caldwell & Berkowitz, PC

### **Eve Cann**

Monarch Plaza, 3414 Peachtree Road NE, Suite 1500

Atlanta, GA 30326 Phone: (404) 589-3408 Fax: (404) 238-9608

ecann@bakerdonelson.com www.bakerdonelson.com

# Barton Gilman, LLP

### Vincent Averaimo

250 Broad Street Milford, CT 06460 Phone: (203) 874-6773 vaveraimo@bglaw.com www.bglaw.com

# **BDF Law Group**

### Jay Frappier

4004 Belt Line Road, Suite 100

Addison, TX 75001 Phone: (972) 341-0572 Fax: (972) 386-7673 jamesf@bdfgroup.com www.bdfgroup.com

Non-Legal Support Services: Novellum Print & Mail Services

# Bendett & McHugh, P.C.

### **Adam Bendett**

270 Farmington Avenue, Suite 151

Farmington, CT 06032 Phone: (860) 255-5002 abendett@bmpc-law.com www.bmpc-law.com

# Bernstein-Burkley

### Keri Ebeck

707 Grant Street, Suite 2200 Gulf Tower

Pittsburgh, PA 15219 Phone: (412) 456-8112 kebeck@bernsteinlaw.com www.bernsteinlaw.com

# **Bonial & Associates, P.C.**

# Jim O'Reilly

14841 Dallas Parkway, Suite 425

Dallas, TX 75254 Phone: (214) 860-6973 Fax: (972) 499-8756 jim.oreilly@bonialpc.com www.bonialpc.com National Practices: Bankruptcy

### **Brock & Scott. PLLC**

### Jim Bonner

1315 Westbrook Plaza Dr. Winston-Salem, NC 27103 Phone: (910) 392-4988

jim.bonner@brockandscott.com www.brockandscott.com

# **BWW Law Group, LLC**

### Carrie Ward

6003 Executive Blvd., Suite 101 Rockville, MD 20852 Phone: (301) 961-6555 Fax: (301) 961-6555 carrie.ward@bww-law.com www.bww-law.com

# C

# Carlisle, McNellie, Rini, Kramer & Ulrich Co., LPA

### Sue Ethridge

24755 Chagrin Blvd. Cleveland, OH 44122

Phone: (216) 360-7200 Ext. 113

Fax: (216) 360-7210

SEthridge@Carlisle-Law.com www.Carlisle-Law.com

# Clunk Hoose Co., LPA

### **Bob Hoose**

495 Wolf Ledges Pkwy Akron, OH 44311 Phone: (330) 436-0300 bhoose@clunkhoose.com www.clunkhoose.com

# Cohn, Goldberg & Deutsch, L.L.C.

### Ronald Deutsch

600 Baltimore Avenue, Suite 208 Towson, MD 21204 Phone: (410) 296-2550 Fax: (410) 296-2558 rdeutsch@cgd-law.com www.cgd-law.com



# Davidson Fink LLP

### **Rob Galbraith**

28 East Main Street, Suite 1700 Rochester, NY 14614 Phone: (585) 546-6448 Fax: (585) 758-5084 rgalbraith@davidsonfink.com www.davidsonfink.com

# Dean Morris, LLC

# **Emily Courteau**

1820 Avenue of America Monroe, LA 71201 Phone: (318) 330-9020 Fax: (318) 340-7600 ecourteau@creditorlawyers.com National Practices: Bankruptcy, Eviction, REO, Title, Litigation

# De Cubas & Lewis, P.A.

### Kelly Anderson

1999 North University Drive, Suite 204 Coral Springs, FL 33071 Phone: (954) 453-0365 Fax: (954) 771-6052 kelly.anderson@decubaslewis.com

# Diaz Anselmo & Associates, P.A.

### **Roy Diaz**

499 NW 70th Avenue, Suite 309 Plantation, FL 33317 Phone: (954) 564-0071 rdiaz@dallegal.com www.dallegal.com

# Doyle & Foutty, P.C.

### Benjamin Paden

41 E. Washington St, Suite 400 Indianapolis, IN 46204 Phone: (317) 264-5000 Fax: (317) 264-5400 benpaden@doylefoutty.com www.doylefoutty.com



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### At a Glance Stats

Founded in 1995 Locations: Milford, CT Providence, RI Boston, MA New York, NY Philadelphia, PA

### **Pictured**

(L to R) Vincent J. Averaimo Paul Lewis Otzel Thomas A. Costello Shylah N. Maloney

### **Practice Areas**

Foreclosure
Litigation
Bankruptcy Proceedings
Title Curative
REO Closings
Appeals
Evictions

### Vincent J. Averaimo

203.874.6773 vaveraimo@bglaw.com www.bglaw.com



A full-service firm, Barton Gilman works with clients throughout the Northeast and provides legal services in foreclosure and default, medical malpractice and aging services defense, professional liability defense, insurance coverage and bad faith litigation, premises and product liability, business and commercial litigation, education law, employment, family law, trusts and estates, criminal defense, corporate formation and intellectual property.

In the area of foreclosure and default, the firm is proud to represent servicers, investors, financial institutions, and national, regional, and local banks in all areas of default services. Our attorneys in the Milford, Connecticut office have over 50 years of combined experience representing our clients.

We are best known for client access to attorneys and advise clients in all areas of end-to-end default services through direct, one-on-one communication. Our clients know our attorneys and have a single point of contact for a particular matter. There is no reliance on outside counsel or staff not employed by our firm.

We offer on-site training, webinars, and other support, especially in this changing regulatory environment.

We handle routine, non-routine and contested foreclosures, mediation and loss mitigation, defensive complex litigation, creditor's bankruptcy representation, REO transactions, title curative, eviction, and ejectment proceedings. We litigate and advise our clients in substantive default related legal issues. We are familiar with all Fannie Mae, Freddie Mac, VA, HUD, RESPA, TILA and FDCPA guidelines and have obtained "no objection" letters from the proper agencies where appropriate and necessary.









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Brock & Scott has been a trusted leader in the financial services and real estate industry for over 20 years with a commitment to helping our clients succeed. Our attorneys and staff drive solutions that create value and results to achieve client goals and help them accomplish more. Through multiple offices across our geographic footprint, we work as one team, at our best each day, putting our clients' interests first.

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- 19 STATES
- 20+ OFFICES
- 528 EMPLOYEES
- 112 ATTORNEYS

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- Appellate
- Auto Replevin
- Bankruptcy
- BankruptcyCreditors' Rights & Collections
- Litigation & Defense
- · Project & Staffing Services
- Real Estate Default
- Real Estate Law
- Special Assets Resolution
- Title Curative



# QUALITY CONTROLS AND CONSISTENCY

The firm provides consistency and continuity to desired outcomes for our clients across multiple lines of business through regional coverage. Timeline performance, proficient communication along with meaningful attorney involvement drives quality and continual process improvement across the firm. Our Compliance Department is modeled after CFPB guidelines for Compliance Management Systems with an internal audit department and corrective action program.



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**GREGORY SCOTT**Founding Partner



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**KEVIN FRAZIER** CMO & Director



LOIS STOKES
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**TINA CRIVELLO**Operations & Compliance



**KENNETH WALTON**Human Resources

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Further information on the firm along with current updates can be found at www.brockandscott.com



# Е

# **eXL Legal, PLLC**

### **Andrew Fivecoat**

12425 28th Street North, Suite 200 St. Petersburg, FL 33716 Phone: (727) 536-4911 Fax: (727) 539-1094 alf@exllegal.com www.excellegal.com



### **Fein Such**

### Vic Vilkhu

28 East Main Street, Suite 1800 Rochester, NY 14614 Phone: (585) 325-6202 Fax: (303) 494-6309 vilkhuv@feinsuchcrane.com www.feinsuch.com

# Finkel Law Firm, LLC

### Sam Waters

4001 Faber Place Dr., #450 North Charleston, SC 29405 Phone: (803) 470-0118 swaters@finkellaw.com www.finkellaw.com

# Folks Hess, PLLC

### **Larry Folks**

1850 N. Central Ave., Suite 1140 Phoenix, AZ 85004 Phone: (602) 256-5906 Fax: (602) 256-9101 folks@folkshess.com www.azdefaultlegalservices.com

# Friedman Vartolo, LLP

### Adam Friedman

85 Broad Street, Suite 501 New York, NY 10004 Phone: (212) 471-5100 Fax: (212) 471-5150

afriedman@friedmanvartolo.com www.friedmanvartolo.com



# Ghidotti I Berger LLP

### **Chase Berger**

1920 Old Tustin Ave. Santa Ana, CA 92705 Phone: (949) 427-2010 cberger@ghidottiberger.com www.ghidottiberger.com

# Gilbert Garcia Group, P.A.

### Michelle Gilbert

2313 W. Violet Street, Suite110 Tampa, FL 33603 Phone: (813) 638-8920 Fax: (813) 443-5089 mgilbert@gilbertgrouplaw.com www.gilbertgrouplaw.com

# Golden & Amos, P.L.L.C.

### Vance Golden

543 Fifth Street
Parkersburg, WV 26101
Phone: (304) 485-3851
Fax: (304) 485-0261
vgolden@goldenamos.com
www.goldenamos.com

# Graham, Arceneaux & Allen, LLC

### Louis "Graham" Arceneaux

639 Loyola Ave., Suite 1800 New Orleans, LA 70113 Phone: (504) 522-8256 Fax: (504) 525-2485 Iga@gra-arc.com www.grahamarceneauxallen.com

# Greenspoon Marder, LLP

# Rebecca Bratter

200 East Broward Blvd., Suite 1800 Fort Lauderdale, FL 33309 Phone: (954) 491-1120 Fax: (954) 343-6952 rebecca.bratter@gmlaw.com www.gmlaw.com

# **Gross Polowy, LLC**

### Reyna Joyner

1775 Wehrle Dr, Suite 100 Williamsville, NY 14221 Phone: (716) 204-1700 Fax: (716) 204-1702 rjoyner@grosspolowy.com www.grosspolowy.com



# Harmon Law Offices, P.C.

# Andrew Harmon

150 California Street Newton, MA 02458 Phone: (617) 558-8400 Fax: (617) 244-7304 aharmon@harmonlaw.com www.harmonlawoffices.com

# Heavner, Beyers & Mihlar, LLC

# Julie Beyers

111 E Main Decatur, IL 62523 Phone: (217) 422-1719 Fax: (217) 422-1754 juliebeyers@hsbattys.com www.hsbattys.com

# Hladik. Onorato & Federman, LLP

### Stephen Hladik

298 Wissahickon Avenue North Wales, PA 19454 Phone: (267) 662-9022 Fax: (215) 855-9121 shladik@hoflawgroup.com www.hoflawgroup.com

# **Hughes Watters Askanase, LLP**

### **Carolyn Taylor**

1201 Louisiana Street, 28th Floor Houston, TX 77002 Phone: (713) 759-0818 Fax: (713) 759-6834 ctaylor@hwallp.com www.hwa.com

# **Hutchens Law Firm**

### Jane Overbeck

4317 Ramsey St. Fayetteville, NC 28302 Phone: (910) 864-6888

jane.overbeck@hutchenslawfirm.com www.hutchenslawfirm.com



# Janeway Law Firm, P.C.

### Lynn Janeway

1499 SE Tech Center Place, Suite 200 Vancouver, WA 98683 Phone: (303) 706-9994 Fax: (303) 706-9994 lynn@janewaylaw.com www.logs.com/janeway.html

# Johnson, Blumberg & Associates, LLC

### Andrew Houha

230 W. Monroe, Suite 1125 Chicago, IL 60606 Phone: (312) 541-9710 Fax: (312) 541-9711 andrew@johnsonblumberg

andrew@johnsonblumberg.com www.johnsonblumberg.com

# Member Spotlight

# KASS SHULER, P.A.

KASS SHULER, P.A. is a leading creditor's rights law firm. It has established a national reputation for its expertise in a wide variety of business matters, including Foreclosures, Bankruptcy and Insolvency, Collections, Commercial Litigation, Evictions, Appeals and Real Estate Transactions, including REO closings for financial institutions. We are hardworking lawyers and creative problem solvers. We are committed to providing our clients with the quality legal service that they deserve. We focus our practice on the areas described above to concentrate our firm's energies, talents, and strengths on the work that we do best.



# Kass Shuler, P.A.

Laura Noyes Firm Partner 1505 N. Florida Avenue Tampa, FL 33602

Phone: 813-229-0900 ext. 1515

Fax: 813-229-3323 Inoyes@kasslaw.com www.kasslaw.com

# Folks Hess, PLLC

# A "High Touch"

### At a Glance Stats

Year Founded: 2006 Woman-Owned and Managed Best Law Firms 2018-2022 Bankruptcy and Creditor Debtor Rights / Insolvency and Reorganization Law AV Preeminent Rating, Martindale-Hubbell ALFN Member Since 2005

### **Pictured**

(L to R)
Mary Ann Hess (Managing Member)
Larry O. Folks (Member)

### **Practice Areas**

Foreclosure, Bankruptcy, Eviction, Collection, Mortgage Deficiency, Loss Mitigation and Default Services Litigation

### Larry O. Folks

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Folks Hess, PLLC is a diverse and seasoned team of legal professionals who deliver a high level of legal services in a responsive and compliance-focused manner for residential and commercial foreclosure, bankruptcy, eviction, loss mitigation, collection, mortgage deficiency and default litigation cases.

We are an Arizona woman-owned and -managed default services law firm committed to training and the advancement of women in the default services industry.

Representative clients of our firm are national and regional banks, credit unions, mortgage servicers — including Fannie Mae and Freddie Mac.

Our attorneys and support staff receive ongoing training in the ever-changing legal landscape, servicer time-lines, client confidentiality, consumer complaint reporting, and other client reporting and compliance issues. We have the experience and infrastructure to successfully meet the needs of high-volume clients (for out-of-court non-judicial trustee's foreclosure sales) and clients needing "hands-on" complex representation by seasoned trial lawyers known by name by Arizona judges.

Finally, we are well versed in required client electronic reporting and billing by multiple portals and use advanced case management technology.





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Founded: 1991 ALFN membership: 12 years Headquartered: Tampa, FL Woman-Owned Firm Minority-Owned Firm

### Pictured

(L to R) lan P. Hudson, Esq. Joseph N. Dayan, Esq. Michelle Garcia Gilbert, Esq. Amy M. Kiser, Esq. Tilford A. Yates, Esq. Not Pictured: Marie E. Taylor, Esq.

### **Practice Areas**

Fraction Country
Foreclosure
Real Estate & REO
Sales & Evictions
Non-Default Legal Services, including Civil Litigation, Corporate Law, Estate Planning, Probate, & Guardianship

### Michelle Garcia Gilbert, Esq.

2313 West Violet Street Tampa, FL 33603 Phone: 813.443/5087, Ext. 202 mgilbertgilbertgrouplaw.com www.gilbertgrouplaw.com Gilbert Garcia Group, P.A., a certified woman and minority owned business, operates throughout Florida with attorneys who have almost 100 years combined years of experience in default servicing and general civil legal work. **Michelle Garcia Gilbert, Esquire**, Managing Partner, with over thirty 30 years industry experience, manages the firm with a hands-on style, and invests as much in her industry and community as she does her firm.

Keeping with its model of high touch with high technology, Gilbert Garcia Group, P.A. exhibits the highest competencies with the highest efficiencies, using refined business processes and cutting edge technology to provide legal services to its niche industries: an industry-compliant real estate practice with emphasis on foreclosure, bankruptcy, sales & evictions, and REO closings, plus civil litigation, corporate law, estate planning, probate, and guardianship.

Gilbert Garcia Group, P.A. is a proud member of the ALFN, Legal League 100, NADP (formerly REOMAC), Florida Bar Association, local bar associations, Westcor, The Fund, and DOMA Title Insurance, and has been approved by Fannie Mae and Freddie Mac. The firm is associated with a stand-alone title and escrow company, Sapphire Title & Escrow Company, which launched in March, 2015.







# Kass Shuler, P.A.

# **Carolyn Rivers**

1505 N. Florida Avenue Tampa, FL 33602 Phone: (813) 229-0900 Fax: (813) 229-3323 crivers@kasslaw.com

# Keith D. Weiner & Associates Co., L.P.A.

# **Kim Hammond**

www.kasslaw.com

1100 Superior Avenue East, Suite 1100 Cleveland, OH 44114 Phone: (216) 771-6500 Fax: (216) 771-6540 khammond@weinerlaw.com www.weinerlaw.com

# **Kelley Kronenberg**

#### Jason Vanslette

10360 West State Road 84 Ft Lauderdale, FL 33324 Phone: (800) 484-4381 Fax: (954) 382-1988 jvanslette@kelleykronenberg.com

Jvansiette@keneykroneinberg.

www.kklaw.com

National Practices: Bankruptcy, Eviction, REO, Title

# Kluever Law Group, LLC

#### **Matt Abad**

150 N. Michigan Ave, Suite 2600 Chicago, IL 60601 Phone: (312) 236-0077 Fax: (312) 236-0514 mabad@klueverlawgroup.com www.klueverlawgroup.com

# KML Law Group, P.C.

# Michael Mckeever

701 Market Street, Suite 5000 Philadelphia, PA 19106 Phone: (215) 825-6303 Fax: (215) 627-7734 mmckeever@kmllawgroup.com

www.kmllawgroup.com

# Knuckles, Komosinski & Manfro, LLP

## **Mark Knuckles**

565 Taxter Road, Suite 590 Elmsford, NY 10523 Phone: (914) 345-3020 Fax: (914) 366-0080 mrk@kkmllp.com www.kkmllp.com

# Korde & Associates, PC

#### Julie Ranieri

900 Chelmsford Street, Suite 3102 Lowell, MA 01851 Phone: (978) 256-1500 jranieri@kordeassociates.com www.logs.com/korde.html

# Law Office of Michael J. Schroeder

# Michael Schroeder

3610 North Josey Lane, Suite 206 Carrollton, TX 75007 Phone: (972) 394-3086 Fax: (972) 394-1263 mike@lawmjs.com www.lawmjs.com

# **Lender Legal PLLC**

#### Michael Rak

2807 Edgewater Drive Orlando, FL 32804 Phone: (407) 730-4644 mrak@lenderlegal.com www.lenderlegal.com

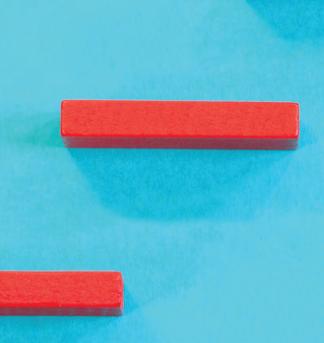
# Leu Okuda & Doi

#### Lester Leu

222 Merchant Street, Main Floor Honolulu, HI 96813 Phone: (808) 538-1921 Fax: (808) 523-9585 lester@leu-okuda.com

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Litigation
Evictions (National EVO)
REO

# Marty Stone — CEO

225 E. Robinson St., Suite 155 Orlando, FL 32801 Phone: 770-643-7200 Fax: 678-281-6501 marty.stone@mccalla.com www.mccalla.com

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# Liebo, Weingarden, Dobie & Barbee, PLLP Brian Liebo

4500 Park Glen Road, Suite 300 Minneapolis, MN 55416 Phone: (952) 491-7709 Fax: (952) 925-5879 brian@uwllaw.com www.uwllaw.com

# LOGS Legal Group LLP

# **Christopher Phillips**

2121 Waukegan Rd., Suite 300 Bannockburn, IL 60015 Phone: (513) 396-8121 cphillips@logs.com www.logs.com



# Mackie Wolf Zientz & Mann. P.C.

#### Leslie Mann

14160 N. Dallas Parkway, Ste. 900 Dallas, TX 75254 Phone: (214) 635-2650 Fax: (214) 635-2686 Imann@mwzmlaw.com www.mwzmlaw.com

# Malcolm Cisneros

#### Bill Malcolm

2112 Business Center Dr, 2nd Floor Irvine, CA 92612 Phone: (949) 252-9400 Fax: (949) 252-1032 bill@mclaw.org

# Manley Deas Kochalski, LLC

#### **Ted Manley**

1555 Lake Shore Drive Columbus, OH 43204 Phone: (614) 220-5611 Fax: (614) 220-5613 tkm@manleydeas.com www.manleydeas.com *National Practices: Bankruptcy* 

# Margolin, Weinreb & Nierer, LLP

#### **Cynthia Nierer**

165 Eileen Way, Suite 101 Syosset, NY 11791 Phone: (516) 921-3838 cynthia@nyfclaw.com www.nyfclaw.com

# Marinosci Law Group, P.C.

#### **Chris Baxter**

275 W. Natick Road, Suite 500 Warwick, RI 02886 Phone: (401) 234-9200 cbaxter@mlg-defaultlaw.com www.mlg-defaultlaw.com National Practices: Bankruptcy, Eviction, Claims Non-Legal Support Services: Consolidated Default Services

# Mayersohn Law Group, P.A.

## Ted May

101 N.E. Third Avenue, Suite 1250 Fort Lauderdale, FL 33301 Phone: (954) 765-1900 tmay@mayersohnlaw.com www.mayersohnlaw.com

# McCabe, Weisberg & Conway, LLC

## Laura O'Sullivan

123 South Broad Street, Suite 2080 Philadelphia, PA 19109 Phone: (215) 790-1010 Fax: (215) 790-1274 losullivan@mwc-law.com www.mwc-law.com

# McCalla Raymer Leibert Pierce, LLC

# Brian Vaughn

1544 Old Alabama Rd Roswell, GA 30076 Phone: (770) 643-7200 Fax: (678) 281-6501 Brian.Vaughn@mccalla.com www.mccalla.com National Practices: Bankruptcy, Eviction

# McMichael Taylor Gray, LLC

# **January Taylor**

3550 Engineering Drive, Suite 260 Peachtree Corners, GA 30092 Phone: (404) 474-7149 jtaylor@mtglaw.com www.mtglaw.com

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Miller, George & Suggs, PLLC

www.mickellaw.com

## Ari Miller

2200 W. Commercial Blvd., Suite 103

Parkland, FL 33076 Phone: (954) 232-5833 amiller@mgs-legal.com www.mgs-legal.com

# Millsap & Singer, LLC

# Kip Bilderback

612 Spirit Drive Chesterfield, MO 63005 Phone: (636) 537-0110 Fax: (636) 537-0067 kbilderback@msfirm.com

# N

# Neubert, Pepe & Monteith, P.C.

# Claudia Sklar

750 Main Street, Suite 200 Hartford, CT 06103 Phone: (860) 548-1122 Fax: (860) 548-1223 csklar@npmlaw.com www.npmlaw.com

# Noonan & Lieberman, Ltd.

## **James Noonan**

105 W. Adams, Suite 1800 Chicago, IL 60603 Phone: (312) 431-1455 Fax: (312) 431-1456 Jnoonan@noonanandlieberman.com



# O'Kelley & Sorohan, Attorneys At Law Sean Mills

2170 Satellite Blvd., Suite 375 Duluth, GA 30097 Phone: (770) 497-1880 smills@oslawllc.com www.okelleyandsorohan.com

# Orlans PC

# Julia Keys

1650W. Big Beaver Troy, MI 48084 Phone: (404) 438-8813 jkeys@orlans.com www.orlans.com



# Padgett Law Group

# **Robyn Padgett**

6267 Old Water Oak Rd, Suite 203 Tallahassee, FL 32312

Phone: (850) 422-2520 Fax: (850) 422-2567 RP@padgettlaw.net www.padgettlaw.net

National Practices: Bankruptcy

# Parkway Law Group, LLC

# **Christopher Little**

1755 North Brown Road, Suite 150 Lawrenceville, GA 30043 Phone: (678) 619-2384 chris@parkwaytitle.com www.parkwaylawgroup.com

# Phillip Norman, P.C.

National Practices: Title

## **Phillip Norman**

2110 Calumet Avenue Valparaiso, IN 46383 Phone: (214) 437-8738

phillip.norman@normanattorney.com

www.normanattorney.com National Practices: Eviction

# **ALFN EVENTS**

# **BANKRUPTCY INTERSECT**

ALFN's 12th Annual Bankruptcy Conference March 8-9, 2023 Marriott Dallas Las Colinas Irving, TX

# **WILLPOWER**

ALFN's 6th Annual Women in Legal Leadership "WILL" Summit April 27-28, 2023 Thompson Dallas Dallas, TX

# **ANSWERS**

ALFN's 21st Annual Conference July 16-19, 2023 Park Hyatt Beaver Creek Resort Beaver Creek. CO

# FORECLOSURE INTERSECT

ALFN's 12th Annual Foreclosure Conference November 15-16, 2023 Marriott Dallas Las Colinas Irving, TX

## **IDEA Summit**

ALFN's 1st Annual Inclusion, Diversity, Equity, & Awareness "IDEA" Summit November 17, 2023 Marriott Dallas Las Colinas Irving, TX

# **ANSWERS**

ALFN's 22nd Annual Conference July 14-17, 2024 Hyatt Regency Coconut Point Resort Bonita Springs, FL

## **ANSWERS**

ALFN's 23rd Annual Conference July 20-23, 2025 Resort at Squaw Creek - Lake Tahoe Olympic Valley, CA

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Michael J. Catalfimo

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Replevin
Bankruptcy
Litigation
Appeals
Closings and Evictions
Loss Mitigation and Title Curative

#### Michael J. Catalfimo

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#### **Practice Areas**

Bankruptcy **Real Estate Governmental Affairs** Replevins **Evictions** Title Resolution **Financial Services Litigation** 

#### **Reggie Corley**

2712 Middleburg Drive, Suite 200 Columbia, SC 29204 Phone: (803) 252-3340 Fax: 855-236-4081 reggiec@scottandcorley.com www.scottandcorley.com

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Ron Scott, Reggie Corley, and the law firm have repeatedly been selected for inclusion in the prestigious professional guides for attorneys, BEST LAWYERS IN AMERICA® (Woodward/White Inc.) and SUPER LAW-YERS® (Thomson Reuters). Other individual selections include Ron Scott for South Carolina Lawyers Hall of Fame (SC Lawyers Weekly®) and the ORDER OF THE PALMETTO, South Carolina's highest civilian award. Reggie Corley is a graduate and DIVERSITY FELLOW of the RILEY INSTITUTE® and has co-authored the following South Carolina Bar publications: The South Carolina Foreclosure Manual, Fourth Edition; The Briefcase Lawyer: Essential Information for Every Practitioner, Second Edition; and Paralegal Survival Guide: Facts and Forms, Third Edition. The senior partners have been listed in the LEGAL ELITE by Columbia Business Monthly® or SC Biz News® in the respective categories of Government Relations, Business Litigation, Banking & Finance, and Bankruptcy & Creditor Rights. The senior partners have also been named to the list of ICONS as selected by the Columbia Business Report®.

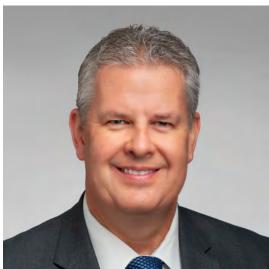
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# Pincus Law Group, PLLC

# **Caryn Pincus**

425 RXR Plaza

Uniondale, NY 11556 Phone: (516) 699-8902 Fax: (516) 279-6990

cpincus@pincuslaw.com www.pincuslaw.com

# Potestivo & Associates, P.C.

#### **Brian Potestivo**

251 Diversion St Rochester, MI 48307 Phone: (248) 853-4400 Fax: (248) 853-0404

bpotestivo@potestivolaw.com www.potestivolaw.com

# **Purcell Krug & Haller**

## Lee Haller

1719 N Front St Harrisburg, PA 17102 Phone: (717) 234-4178 Fax: (717) 233-1149 Ihaller@pkh.com www.pkh.com



# Randall S. Miller & Associates, P.C.

#### **Randall Miller**

43252 Woodward Ave, Suite 180 Bloomfield, MI 48302 Phone: (248) 335-0800 Fax: (248) 335-1335 rmiller@rsmalaw.com

# Reimer Law Co.

# Michael Arnovitz

31500 Bainbridge Road Solon, OH 44139 Phone: (440) 600-5500 Fax: (440) 600-5520

marnovitz@reimerlaw.com www.reimerlaw.com

# Richard B. Maner, P.C.

## **Richard Maner**

180 Interstate North Parkway Suite 200

Atlanta, GA 30339 Phone: (404) 252-6385 Fax: (404) 252-6394 rmaner@rbmlegal.com www.rbmlegal.com

# Riley, Pope & Laney, LLC

# T. Lowndes Pope

2838 Devine Street Columbia, SC 29205 Phone: (803) 799-9993 Fax: (803) 239-1414 Ipope@rplfirm.com www.rplfirm.com

# Robertson, Anschutz, Schneid, Crane & Partners, PLLC

## **David Schneid**

6409 Congress Avenue, Suite 100 Boca Raton, FL 33487 Phone: (561) 613-0120 Fax: (561) 241-6606 djs@rasflaw.com www.rasflaw.com National Practices: Bankruptcy

# **Robinson Franzman LLP**

# Todd Robinson

191 Peachtree St. NE, Suite 2510 Atlanta, GA 30303 Phone: (404) 255-2503 todd@rfllplaw.com www.rfllplaw.com

# Rogers Townsend, LLC

## John Hearn

220 Executive Center Drive, Suite 109 Columbia, SC 29210 Phone: (803) 744-1305 Fax: (803) 343-7017 john.hearn@rtt-law.com www.rogerstownsend.com

# Rose Ramirez & Associates, PC

#### **Rose Brand Ramirez**

7430 Washington St NE Albuquerque, NM 87109 Phone: (505) 833-3036 Fax: (505) 833-3040 rose@rrafirm.com

# Rosenberg & Associates, LLC

#### Diane Rosenberg

4340 East-West Highway, Suite 600 Bethesda, MD 20814 Phone: (301) 907-8000 Fax: (301) 907-8101 diane@rosenberg-assoc.com www.rosenberg-assoc.com

# Rowlands, LeBrou & Griesmer, PLLC

# **Michael Catalfimo**

480 Broadway, Suite 250 Saratoga Springs, NY 12866 Phone: (518) 730-4524 Fax: (518) 689-4849

mcatalfimo@rlglawny.com www.rowlands-lebrou.com

# Rubin Lublin, LLC

#### Glen Rubin

3145 Avalon Ridge Place, Suite 100 Peachtree Corners, GA 30071 Phone: (770) 246-3301 Fax: (404) 601-5846 grubin@rlselaw.com www.rlselaw.com

# S

# Sandhu Law Group, LLC

#### Manbir Sandhu

1213 Prospect Avenue, Suite 300 Cleveland, OH 44115 Phone: (216) 373-5530 Fax: (216) 373-1002 msandhu@sandhu-law.com www.sandhu-law.com

# Scalley Reading Bates Hansen & Rasmussen, P.C.

## **Marlon Bates**

15 West South Temple, Suite 600 Salt Lake City, UT 84101 Phone: (801) 531-7870 Fax: (801) 326-4669 marlon@scalleyreading.net www.scalleyreading.com

# Schiller, Knapp, Lefkowitz & Hertzel, LLP

# Mario Serra, Jr.

716 Newman Springs Road, Suite 372 Lincroft, NJ 07738 Phone: (551) 280-9780 Fax: (518) 786-1246 mserra@schillerknapp.com www.schillerknapp.com

# Schneiderman & Sherman, P.C.

#### Neil Sherman

23938 Research Drive, Suite 300 Farmington Hills, MI 48335 Phone: (248) 539-7400 Fax: (248) 539-7401 nsherman@sspclegal.com www.sspclegal.com

# Scott & Corley, PA

## Reggie Corley

2712 Middleburg Drive, Suite 200 Columbia, SC 29204 Phone: (803) 252-3340 Fax: (855) 236-4081 reggiec@scottandcorley.com www.scottandcorley.com

# Sheldon May & Associates, P.C.

#### **Ted May**

255 Merrick Road Rockville Centre, NY 11570 Phone: (516) 763-3200 Fax: (516) 763-3243 ted.may@maylawfirm.com www.maylawfirm.com

# Southlaw, P.C.

## **Daniel West**

13160 Foster, Suite 100 Overland Park, KS 66213 Phone: (913) 663-7600 Fax: (913) 663-7899 dan.west@southlaw.com www.southlaw.com

# Steele LLP

#### John Steele

17272 Red Hill Avenue Irvine, CA 92614 Phone: (949) 222-1161 Fax: (714) 505-0175 jsteele@steelellp.com www.steelellp.com

# Stern & Eisenberg, PC

# Steven Eisenberg

1581 Main Street, Suite 200 Warrington, PA 18976 Phone: (215) 572-8111 Fax: (215) 572-5025 seisenberg@sterneisenberg.com www.sterneisenberg.com

# The Mortgage Law Firm

Sally Garrison

27455 Tierra Alta Way, Suite B Temecula, CA 92590 Phone: (619) 465-8200 Fax: (951) 308-0055 sally.garrison@mtglawfirm.com www.mtglawfirm.com

# The Wilson Law Firm

Jennifer Wilson-Harvey

400 W. Capitol Avenue Ste. 1400 Little Rock, AR 72201 Phone: (501) 219-9388 Fax: (501) 219-9458 jwilson@wilson-assoc.com www.wilson-assoc.com

# **Tromberg Morris & Poulin, PLLC**

## **Andrea Tromberg**

1515 South Federal Highway, Suite 100 Boca Raton, FL 33432 Phone: (561) 338-4101 Fax: (561) 338-4077 atromberg@tmppllc.com www.tmppllc.com

# Trott Law, P.C.

## Jeffrey Weisserman

31440 Northwestern Highway, Suite 200 Farmington Hills, MI 48334 Phone: (248) 642-2515 Fax: (248) 642-5576 jweisserman@trottlaw.com www.trottlaw.com

# **Trustee Corps**

# Cathe Cole Sherburn

17100 Gillette Ave. Irvine, CA 92614 Phone: (714) 696-2367 Fax: (949) 502-1021 ccole@trusteecorps.com www.trusteecorps.com



# Van Ness Law Firm, PLC

## **Tony Van Ness**

1239 East Newport Center Drive, Suite 110 Deerfield Beach, FL 33442 Phone: (954) 571-2031 tvanness@vanlawfl.com www.vannessattorneys.com



# Weltman, Weinberg & Reis Co., LPA

## Ben Hoen

965 Keynote Circle Brooklyn Heights, OH 44131 Phone: (216) 685-1170 Fax: (216) 363-4034 bhoen@weltman.com www.weltman.com

# **Woods Oviatt Gilman LLP**

500 Bausch & Lomb Place

# **Natalie Grigg**

Rochester, NY 14604 Phone: (585) 445-2610 ngrigg@woodsdefaultservices.com www.woodsdefaultservices.com

# **ZBS Law. LLP**

## Les Zieve

30 Corporate Park, Suite 450 Irvine, CA 92606 Phone: (714) 848-7920 Fax: (714) 848-7650 lzieve@zbslaw.com www.zbslaw.com





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Andrea Tromberg
Managing Member
atromberg@tmppllc.com

Scott Morris Managing Member smorris@tmppllc.com Anthony Poulin Managing Member apoulin@tmppllc.com







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# New York State of Mind With a National Perspective

#### At a Glance Stats

Founded: 1852 ALFN membership: 8 years Headquartered: Rochester, NY Member: Meritas Global Alliance

#### **Pictured**

Natalie A. Grigg, Esq.

## **Practice Areas**

Foreclosure
Bankruptcy
Evictions
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Loss Mitigation
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## Natalie A. Grigg, Esq.

500 Bausch & Lomb Place Rochester, New York 14604 Phone: 585-445-2610 Fax: 585-397-1610 ngrigg@woodsdefaultservices.com woodsdefaultservices.com



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