younglavyer

MARCH 2013

VOL. 5, ISSUE 7

It's Your Money. You Earned It. Now, the Young Lawyers Division Helps You Keep It.

Adam B. Landy • McNair Law Firm, Columbia

The statesman Benjamin Franklin famously stated that the only certainty in life is death and taxes. For the third consecutive year, the South Carolina Bar Young Lawvers Division (YLD) is providing free income tax preparation services to residents of the state of South Carolina to help with one of those life certainties. The Volunteer Income Tax Assistance (VITA) Committee, in conjunction with the Cooperative Ministry and the United Way of the Midlands, provides free income tax preparation service at various sites throughout the state. Through the VITA program, young lawyers provide free tax assistance to people who make \$51,000 or less and need assistance in preparing their own tax returns.

As a result of the Tax Reform Act of 1969 and an increased emphasis on tax-payer education programs, the VITA program was created and became part of the Internal Revenue Service. Presently, there are more than 12,000 VITA sites throughout the United States as noted by the IRS. During the tax year 2011 filing season, the IRS announced that VITA and its volunteers accounted for more than three million income tax returns filed nationwide.

The VITA Committee held its Columbia Super Saturday Tax Kickoff Day on February 2 at the Cecil Tillis Community Center in Columbia. On that day, YLD



volunteers and volunteers from other agencies, including the University of South Carolina School of Law, helped more than 90 individuals and families prepare and electronically file their income tax returns. During this tax day, the committee and other volunteers were able to return approximately \$55,000 in income tax refunds to the Columbia metropolitan region.

The YLD VITA program has been a

ALSO IN THIS ISSUE

Fairy Godmothers: The Cinderella
Project Makes Dreams Come True3
Recent Events4

3 Networking Myths That May Hold	
You Back	5
Upcoming Events	6
Letter From the President	۵



A REPORT TO MEMBERS OF THE SOUTH CAROLINA BAR YOUNG LAWYERS DIVISION

South Carolina Young Lawyer is published quarterly by the Young Lawyers Division of the South Carolina Bar, 950 Taylor St., P.O. Box 608, Columbia, SC 29202-0608. www.scbar.org. Copyright © 2013 South Carolina Bar. The opinions expressed are those of the authors and do not represent the opinions or policies of the Young Lawyers Division or the South Carolina Bar. Unauthorized reproduction or use of the materials contained herein is prohibited.



Congratulations to the following *Stars* of the Quarter who have gone above and beyond the call of duty to exemplify the ideals of the Young Lawyers Division:

Beth Palmer

Rosen Hagood, Charleston

James Brogdon

Gallivan, White & Boyd, Columbia

Eric Durand

Eric S. Durand, Esq., LLC, Charleston

Amanda Williams

McNair Law Firm, Charleston

Marshall Tinsley

Dept. of Revenue, Columbia

Evan Guthrie

Evan Guthrie Law Firm, Myrtle Beach

Jenna Crum

S.C. Department of Labor, Licensing and Regulation, Columbia

success since its inception under former YLD President Tina Herbert. In 2011, the committee received national recognition as the first place recipient of the American Bar Association Young Lawyers Division's Service to the Public Award.

VITA volunteers are certified by the Internal Revenue Service to provide free basic income tax return preparation with electronic filing to qualified individuals in our local communities. All volunteers in the VITA program must take the IRS's Standards of Conduct online training and pass the corresponding certification test with a minimum passing score of 80%. Further, VITA volunteer tax return preparers may be certified to prepare Basic, Intermediate, Advanced, Military or International income tax returns. Volunteers have the option to complete the Basic level certification only or to proceed with other courses and certification levels. Volunteers can only prepare and quality

review tax returns for the level at which they have been certified. For volunteers, the best news is that no prior experience is necessary. YLD volunteers are specially trained to inform taxpayers about special income tax credits for which they may qualify, such as the Earned Income Tax Credit, Child Tax Credit, and tax credits for the Elderly or the Disabled.

Because approximately one-third of participants paid to have their taxes done in prior years, the VITA program saves residents fees for tax preparation and e-filing. Also, the service by VITA volunteers ensures that participants have access to high-quality tax services. VITA volunteer tax preparers are highly trained, certified and consistently ranked among the most accurate and reliable in the nation. The success of the VITA program depends on volunteers who perform many hours of tax preparation service annually.

YLD member Patrick Cleary served as a volunteer tax preparer during the Tax Kickoff Day. Prior to becoming a practicing attorney, Patrick served as director of the University of North Carolina School of Law's Volunteer Income Tax Assistance Program, where he completed more than 180 hours of pro bono work. "I volunteer with VITA because my pro bono work provides real economic benefits to our clients. For example, we save clients significant amounts of money in tax preparation fees and avoiding refund anticipation loans." Further, Cleary added that he volunteered with the VITA committee because he can see the impact VITA has on clients, and as a busy lawyer, he can still provide pro bono service to the public.

Many residents depend on the annual VITA program to assist them with preparing and filing their income tax returns. For most taxpayers, the VITA program allows them to file their tax returns to obtain their federal and income tax refunds to pay for delayed household repairs, to pay bills or to provide for their children. A significant number of VITA clients return each year to allow volunteers to properly prepare their income tax returns. Over the years, a family-like relationship develops with the client and VITA volunteers

that allows the taxpayer to comply with federal and state income tax laws with a familiar face.

To take advantage of the free tax preparation service, clients must provide VITA volunteers with:

- Proof of identification;
- Security Cards for the client, their spouse and dependents or a Social Security Number verification letter issued by the Social Security Administration or Individual Taxpayer Identification Number (ITIN) assignment letter to the client, their spouse and dependents;
- Proof of foreign status, if applying for an ITIN;
- Birth dates for the client, their spouse and dependents on the tax return;
- Wage and earning statement(s) Form W-2, W-2G, 1099-R, 1099-Misc from all employers;
- Interest and dividend statements received from financial institutions (Forms 1099);
- A copy of tax year 2011 federal and state income tax returns;
- Proof of bank account routing numbers and account numbers for direct deposit;
- The total amount paid by the client for daycare services, including the provider's name and the daycare provider's tax identifying number (which consists either of the provider's Social Security Number or the provider's business Employer Identification Number), if applicable;
- A summary of all deductions with supporting receipts to itemize deductions;
- College tuition receipts and any financial aid or student loan statements to take advantage of the Lifetime Learning or American Education Opportunity Tax Credit; and
- To file taxes electronically on a married-filing-joint tax return, both spouses must be present to sign the required forms.

There is still time to become a volunteer for this filing season. VITA volunteers will continue to assist taxpayers until April 15. If you are interested in volunteering with VITA, please contact Adam Landy at (803) 799-9800 or alandy@mcnair.net.

Fairy Godmothers: The Cinderella Project Makes Dreams Come True

Erica G. Lybrand • Rogers Townsend & Thomas



Lisa Hostetler (right), Midlands Chair, and Erica Lybrand show off dress options for the Cinderella Boutique.

Prom is one of the most exciting times for a young woman in high school, but many students and their families are unable to make the best of the experience because of their financial situation. The Cinderella Project seeks to provide every young woman in South Carolina with the opportunity to get "glammed up" for her prom, whatever her economic status.

The Cinderella Project in South Carolina was started 11 years ago by a member of the Young Lawyers Division of the South Carolina Bar. Inspired by a story about the Cinderella Project on a national talk show, she replicated the program successfully in South Carolina. The project started in the Columbia area and has now grown to include six cities. The Cinderella Project hosts "boutiques" across the state, allowing high school girls to try on and pick out a dress, shoes and accessories for their spe-

cial night, free of charge. Any high school girl is welcome to attend.

Michelle Kelly, an attorney with Richardson Plowden & Robinson, P.A in Columbia, is heading up the Cinderella Project statewide this year. She estimates that more than 400 girls will attend the Columbia event alone, and she notes, with so many girls looking for the perfect dress, the community's assistance and donations are essential to making the project successful. Kelly urges anyone interested in donating gently used prom dresses, shoes and accessories to do so at any of the convenient donation sites. A list of donation sites can be found at www.scbar.org/ cinderella. Boutiques started in late February but will continue through early April in some areas.

Kelly particularly stresses that there is a substantial need for plussize prom dresses. "If you donate a plus size dress, it will walk out on one of the girls," she said. Lisa Hostetler, a shareholder with Rogers Townsend & Thomas, PC, is the Midlands Chair of the Cinderella Project. She suggests that those who have a contact at a department store ask for donations of plus-size dresses or even gift cards for their formal dress department so that those girls who are unable to find a dress at a Cinderella Project boutique can purchase one prior to prom. "We often have one or two more girls than we do plus-size dresses, and it just breaks your heart if you can't find them a dress," Kelly said.

The Cinderella Project is a special opportunity for members of the Bar to provide an extremely rewarding service to the community. Hostetler points out, "There is a large need for this project because of the state of the economy." Even more importantly, perhaps, "When you see their faces when they find their perfect prom dress that they otherwise may not have had, you know that vou've done a great deed." Kelly seconds Hostetler's sentiments: "For anyone who comes to an event even one time, and sees one girl, it will make you come back again and again. This is the only way they will get a dress like this. The parents are often in tears, because every parent wants their child to feel special."

To submit items for the next issue of the *South Carolina Young Lawyer*, please contact:

Rebecca Roser rroser@robinsonlaw.com

or

Marshall Coleman Newton mnewton@robinsonlaw.com

For a list of the YLD Ex. Council, circuit representatives and upcoming events, please visit www.scbar.org/yld.

Recent Events

Bar Convention & Oyster Roast, Myrtle Beach, Jan. 24-27



Rick Fisher, Lance Boozer and Edward Rawl



Lauren and Ryan Neville and Jim and Kirsten Gilliam



Venus and Keith Poe and Trey Mills



Allison Sullivan and Patrick Wooten



Rebecca Roser and Beth Palmer enjoying the ABA Midyear Meeting Gala in Dallas with Dave Scriven-Young, Director of Public Service Committees for ABA YLD.

Families Forever Adoption Fairs

The Families Forever Committee plans and hosts Adoption Fairs around the state to provide free adoption information, including one-on-one advice on domestic and international adoption, foster care and the adoption process. At these educational fairs, various agencies and businesses involved in the adoption process set up booths to provide information, and several workshops are also held for prospective families.

The Families Forever Committee hosted its Adoption Fair in Simpsonville on January 19. Fourteen educational contributors related to adoption and foster care set up booths at Simpsonville First Baptist Church, and approximately 40 community members attended to obtain information and helpful resources. Six informational classes on adoption, including Adoption 101, DSS Adoption, International Adoption, Financing Adoption, Private Adoption and a parent panel were also offered to registrants who wanted information on specific adoption and foster care issues.

The Committee also hosted Adoption Fairs in North Charleston at the Felix C. Davis Community Center on February 9 and in Lexington at the Municipal Conference Center on March 2. If you would like to get involved with the events next year, join the Families Forever Committee: www.scbar.org/yld.

BLSA Symposium and Career Fair The Young Lawyers Division's 2013 BLSA Symposium and Career Fair was held March 9 at the Bar Conference Center in Columbia.

Law students from the USC School of Law and the Charleston School of Law were invited to attend a five-person panel discussion on the morning of March 9, followed by interviews with various employer participants. The panel included attorneys who have experienced professional success in various areas, including outside of traditional legal practice. While all law students were invited to attend the symposium panel presentation, only first and second year law students were invited to apply to participate in the career fair.

Each student career fair participant submitted a brief personal statement, legal writing sample, resume and grades, which were provided to the various employer participants, who then could choose at least five students to interview. From this group of interviewees, each employer is encouraged, though not required, to extend a sixweek summer internship to one of the students. Participating employers included: Haynsworth Sinkler Boyd, SCANA, Nelson Mullins, Parker Poe, Nexsen Pruet, the City of Columbia and the Fifth Circuit Solicitor's Office.

To get involved with planning this event for next year, join the BLSA Symposium & Career Fair Committee co-chaired by Nichole Davis and Tigerron A. "Tiger" Wells.

3 Networking Myths That May Hold You Back

Chakisse Newton • President, Cardinal Consulting, LLC



Whether you want to sell more services, become better known in your community or find a new job, there's one strategy everyone agrees about. They all say, "You've got to network."

You probably already believe it. But, are you networking as effectively as you could? In my experience coaching scores of business professionals, most people believe myths about networking that are holding them back.

Here are three networking myths exposed and debunked so that you can build better relationships and feel more comfortable networking.

MYTH #1: Networking is about meeting people.

REALITY: Networking is about FOL-LOWING UP with people.

Imagine that you are in a meeting where someone describes herself as an ideal customer for your organization. She goes on to tell you that she went to your organization ready to invest up to \$10,000 if someone asked for the sale. Unfortunately for you, she left with her money. What would you do?

That's a real scenario. To prepare for a networking workshop for one of my clients, I decided to be a secretshopper and I shared my experiences during my presentation. Of course, salespeople flocked around me *immediately* after my workshop. But, how many people followed up *later?*Just one. Did she get my business?
No. Here's why: she didn't follow up enough. When she contacted me, I was busy and asked her to call me again. She never did. If that happens when business opportunities come practically gift wrapped, are you leaving other opportunities on the table because of poor follow up?

Networking Tip: Schedule time for follow up activities in your calendar. Create a follow up plan that includes regular calls, notes and information sharing.

MYTH #2: Networking is about getting.

REALITY: Networking is about GIV-ING.

You may feel uncomfortable about networking because you think it's only about asking others to help you. But, the key to networking is building relationships, and that's based on give and take.

Look for ways that you can give to the people in your network, whether you're sharing resources, connecting them with others or providing some other type of value. You'll feel better about reaching out, and the people in your network will be glad you did.

Networking Tip: Start each week by asking, "What can I give this week?" Spend a few minutes coming up with an answer and proactively helping the people you know.

MYTH #3: Networking is about talking.

REALITY: Networking is about LISTENING.

Sure, you have to do some talking when you're meeting with others, but it isn't all about you. The best way to uncover opportunities is by listening. And, you'll be more at ease when you're not treating your contacts to your "this-is-why-my company-is-sogreat" monologue.

Share information about yourself, but focus on learning more about your contacts. Redirect their questions to learn more about them. For example, when someone asks what you do, respond with, "Can you tell me a little bit more about what you do and your business objectives? That way, I can answer your question in a way that's more meaningful for you."

Networking Tip: Prepare a few key "getting to know you" questions. Here's my favorite: "What kind of lead or business connection is most helpful for you?"

There you have it—three business networking myths exposed that may have been slowing down your success. Follow these networking tips and you'll build better relationships and grow your network.

Chakisse Newton is an award-winning speaker, sales and marketing expert and the president of Cardinal Consulting, LLC. She specializes in business development strategies that help firms build profitable relationships, communicate effectively, and increase sales. www.cardinalconsulting.net

Upcoming Events

Habitat for Humanity Wills Clinics
The YLD Habitat for Humanity Wills
Clinic Committee holds clinics
around the state providing wills,
health care powers of attorney and
living wills free-of-charge to Habitat
homeowners. Attorneys meet with
homeowners and draft the documents. Once finalized, documents are
fully executed by witness and notary
volunteers. Training and forms are
provided to the volunteers, and no experience is necessary. The clinics fulfill a critical need in the community.

After assisting 175 homeowners through more than 100 volunteers in 2012, the committee is striving to reach even more homeowners this year. The year has gotten off to a great start, with almost 30 homeowners served with the help of more than 20 volunteers.

On January 26, two clinics were held, one in Hartsville organized by committee member Eric Durand, and one during the Bar Convention in Myrtle Beach organized by committee member Evan Guthrie. On February 9, Guthrie organized another clinic in Dorchester County. All of the clinics were well-attended by homeowners, attorneys and non-attorneys, and Habitat staff. Dorchester County Probate Judge Mary Blunt stopped by the Dorchester clinic to show her support. The homeowners were relieved and happy to get their documents completed and executed. They were very grateful to YLD for its support of this important project.

Many clinics have been organized for this spring. Please contact the person listed next to the date to volunteer:

3/23 Rock Hill—Chisa Putman, cjputman@cjputmanlaw.com
4/13 Sumter—Jennifer Ashburn, jennifer@ashburnfirm.com
4/20 Beaufort/Bluffton—Jessica Brilhante, jessicabrilhante01@yahoo.com; Robert Hawk, rhawk@ycrlaw.com
4/27 Georgetown—Jennifer Ashburn, jennifer@ashburnfirm.com
5/18 Sea Island/Johns Island—Evan Guthrie, evan@ekglaw.com
6/29 Columbia—Jennifer Ashburn, jennifer@ashburnfirm.com







The Habitat Wills Clinic Committee has been busy. Pictured above are volunteers from the Dorchester, Darlington and Horry County clinics.

Courthouse Keys

March 28, Rock Hill

Chisa Putman, 16th Circuit Representative, has organized a Courthouse Keys Event in Rock Hill. It will be held in the large conference room at 1070 Heckle Blvd, Suite 103, from 9 to 11 a.m. Local judges from the Court of Common Pleas and General Sessions and a master-in-equity will join young lawyers from the area, and breakfast will be provided. Please RSVP to kfusco@cjputmanlaw.com by March 14, and e-mail Chisa Putman (chisaputman@gmail.com) with questions.

Special Olympics Summer Games May 4, Columbia

The Summer Games will be at Fort Jackson in Columbia on Saturday, May 4th. If you are interested in volunteering, please contact Andy Kunz at akunz@turnerpadget.com.

First Responders Wills Clinic

March 23, Myrtle Beach Fire Dept.

The Young Lawyers Division is offering this clinic to benefit those who serve our community. If you know of someone who could benefit from this service, please contact John David Ray at jdrayesq@gmail.com or (843) 340-4130 (leave voicemail) to receive an intake form.

YLD/SBA Pig Cook-Off

Save the date for the Second Annual YLD/SBA Pig Cook Off on April 5 at the University House in Columbia. After the cook-off, young lawyers and law students are invited to participate in a service day for Homeworks on April 6. The service project is from 8:30 a.m. to 12 p.m. at Homeworks, preparing its warehouse for the 25 home building projects that the organization is planning this spring. For more information, please contact Catherine Gerhardt at gerhardtcs@gmail.com

Professional Development Events

Young lawyers in the Ninth Circuit organized a happy hour and networking event with the Medical University of South Carolina at The Alley in downtown Charleston on March 7 for attorneys and residents to get to know one another.

On May 8, the 13th Circuit will

hold a networking event with the Young Bankers Association in Greenville. The Fifth Circuit is also planning a networking event with the Young Bankers. Please check the YLD website for event details.

Community Law Week April 29 through May 3

YLD is sponsoring several public service projects around the state during Community Law Week this spring. Community Law Week was created by the American Bar Association to promote the legal profession's service to the community and provide the public with information about their legal rights.

YLD will volunteer with the USC Center for Children's Cocky's Reading Express program and will accompany USC's beloved mascot Cocky to elementary schools across the state. The young lawyers will read aloud to children and talk about the importance of reading. Cocky will ask each child to promise to read over the summer months and then give them a book to take home to read with their families. To volunteer or for more information, contact Foster Girard at fgirard@hsblawfirm.com.

Ryan Neville has also organized

Ask-A-Lawyer phone banks and web chats in recognition of Community Law Week. These sessions will be held around the state, including WLTX Columbia on April 29, WBTW Myrtle Beach on May 1, and WCBD Charleston on May 2. Other sites and details are being added. Please contact Ryan for information and to volunteer: rneville@wmalawfirm.net.

Cody Smith is also organizing a blood drive as part of Community Law Week. Look for details to come.

Young Lawyer of the Year Nominations

Each year the Young Lawyer Division names a Young Lawyer of the Year. Past award recipients include state Sen. C. Bradley Hutto (District 40); Susan E. Berkowitz of Appleseed Legal Justice Center; Rep. James E. Smith Jr. (District 72); Mayor of Columbia Stephen K. Benjamin; and William R. Johnson, current president-elect of the YLD.

YLD is calling for nominations for this year's award to recognize a young lawyer for his or her contributions to the community and the legal profession in South Carolina. The nomination packet is available at www.scbar.org/yld. Nominations are due by April 2.



Dear YLD Members,

I enjoyed seeing many of you at the recent Bar Convention. During the Convention, we made good progress on the initial planning phases of the 2013-14 YLD year. The general consensus is that we are doing a great job with our public service projects, and while we have organized high-quality events for our members as well, we will make a renewed push over the next year to make YLD membership more

valuable. Our initial discussions have focused on continuing education and professional development opportunities, including some events that will focus on the more practical issues that young lawyers face. Along those lines, I would greatly appreciate hearing ideas that you have to further this goal or suggestions for other ways in which we can make YLD membership more valuable.

To put in a quick plug for the Special Olympics Committee, I hope you will consider volunteering for the Summer Games in Columbia on May 4. If you are interested in volunteering, please contact me (wjohnson@hsblaw-firm.com). The Statewide Games are a great way to support the YLD-Special Olympics relationship for a few hours with many other young lawyers and without undertaking any ongoing or long-term commitment.

I look forward to hearing from you with suggestions for the upcoming year and seeing you at upcoming events.

Best regards, Will Johnson, President-Elect



PO Box 608 Columbia, SC 29202

Letter From the President

Trey Mills • Trammell & Mills Law Firm, P.A.



Young Lawyers,

I know that three months into this new year of 2013, each and every one of you is at the top of your physical

prowess, dropped any extra weight from the holiday barrage of fantastic food and made good on the rest of your resolutions and commitments. I applaud your discipline and commend you for not just making goals but following through with them. Alas, for those of us that may not be so committed, we must forge through another year aimlessly awaiting those first few weeks of 2014.

Fortunately, the South Carolina Bar Young Lawyers Division fiscal year runs July 1 through June 30. If you are a circuit representative, committee chair or on the executive committee and feel you have some incomplete goals, it's time to make up for unfinished business. All competitive runners know you save that little bit of energy for the final lap to sprint ahead of the pack. Thank you for reserving that energy up to now. I look forward to seeing the results of your sprint.

If you are just now starting to feel the freedom of understanding your professional responsibilities and think you could manage to enjoy some much needed social time, we got you. To keep up with the technologically savvy world of young lawyers, we actually have an events calendar on the World Wide Web, or Internet. Check us out any time of any day, to find out what is going on in your area, right now! You could be missing out on the Cinderella Proj-

ect, VITA, 2nd Annual YLD/SBD Pig Cook-Off, Will Johnson's retreat or a Special Olympics volunteer opportunity. Visit us at www.scbar.org/yld or LIKE us on Facebook at www.facebook.com/SouthCarolina BarYoungLawyersDivision to get the latest news and information.

Sincerely,

Trey