



Washington Women Lawyers

State Reporter

A Publication of WASHINGTON WOMEN LAWYERS WINTER/SPRING 2010

INSIDE THIS ISSUE

- Justice Barbara Madsen, p. 1
- President’s Message, p. 2
- WWL Member Spotlight, p. 2
- Social Media Seredipity, p. 3
- Briefly Speaking Events and Announcements, p. 5
- Networking and Business Development, p. 7
- Chapter Updates, p. 8
- 2009-2010 Board Contacts, p. 8

Justice Barbara Madsen Inducted as Chief Justice of the Washington Supreme Court

By Jessica Skelton, WWL President-Elect

On January 11, 2010, Justice Barbara Madsen was sworn in as the 55th Chief Justice of the Washington Supreme Court during a standing-room-only ceremony in the Temple of Justice Courtroom in Olympia, Washington. During her three-year term as Chief Justice, she will be the Court’s chief spokesperson, preside over the Court’s public hearings, and co-chair the state’s Board for Judicial Administration, the policy-setting group of the state judiciary. Chief Justice Madsen was elected as the third woman on the Washington Supreme Court in 1992, re-elected in 1998, and re-elected for a third term in 2004. She is the second woman to serve as Chief Justice.

Chief Justice Madsen is a longtime member of WWL, with an outstanding record of public service and commitment to women’s rights. She is a two-time recipient of the Washington Women Lawyers Vanguard Award and a recipient of the WWL Foundation Award. In speaking of her involvement with WWL, Chief Justice Madsen has said that “organizations such as WWL and the National Association of Women Judges have played a critical role in shaping who I am as a lawyer and judge. I salute you, and the many women before you, who have stepped up to provide leadership to women in the profession. The practice of law would be a lonely profession without you.”

Chief Justice Madsen’s commitment to public service and women’s rights began early in her legal career as a Special Prosecutor in the Seattle City Attorney’s Office where she developed the child abuse component of the Family Violence Project. Later, while serving on the Seattle Municipal Court bench, she began working toward the development of a Domestic Violence Coordinating Committee to comprehensively address violence in the family. As Seattle’s Presiding Judge, Chief Justice Madsen increased opportunities for women and minority attorneys to receive appointments as pro tem judges and increased diversity among the court employee population. Chief Justice Madsen’s commitment to service continues today in her role as the Chair of the Washington State Gender and Justice Commission.

Chief Justice Madsen’s induction ceremony included remarks from Governor Christine Gregoire; Ronald Ward, Washington State Bar Foundation President and former Washington State Bar President; and Eileen Concannon, President of the Boards of the Center for Women and Democracy and the University of Washington Women’s Center and former King County Bar Association President.

Concannon, also a longtime member of WWL, said, “All of her life, Justice

(Continued on page 3)

WWL

Mission Statement

The principal purposes of Washington Women Lawyers are:

- to further the full integration of women in the legal profession, and
- to promote equal rights and opportunities for women and to prevent discrimination against them.

WWL PRESIDENT'S MESSAGE

By Patti Jo Foster,
WWL President

Greetings from Spokane!

It is an both an honor and a privilege to serve as Washington Women Lawyers' president for the 2009/2010 year and I thank WWL members for electing me to this position. I am following in the footsteps of many talented women attorneys who have dedicated their lives to the mission of WWL – to further the full integration of women in the legal profession and to promote equal rights and opportunities for women.

For the past year, the state WWL Board has focused on reaching out to WWL chapters across the state and reaching back to reconnect with

those women who were instrumental in leading WWL in its formative years. This year's state WWL Board is continuing on the legacy theme and also focusing on how to provide resources to the chapters across the state and to our individual members.

The state WWL Board plans to assist WWL members in their personal and professional goals this coming year. This will include assisting women in their search for employment by providing training to enhance member skills, by listening and mentoring other women in the legal profession, and by providing a united voice on issues that are important to the mission and goals of WWL.

To this end, WWL has joined with other Minority Bar Associations in Washington state in taking stands that are important to WWL members such as fighting the King County City Council budget cuts that could have eliminated funding of the King County Law Library at the Maleng Regional Justice Center and speaking out against juror misconduct and racial bias by supporting an amicus brief in the *Turner v. Stime* case before the Washington Division III Court of Appeals.

I am proud to be a member of WWL and your president for this coming year. Thank you for providing me with this opportunity. I look forward to serving you with the other members of the state WWL Board.

WWL Member Spotlight: Senate Judiciary Confirmation Hearing Held for Rosanna Peterson



By Jennifer A. Valenta

Congratulations to Rosanna Peterson on her nomination by President Obama to serve as a judge

for the United States District Court for the Eastern District of Washington. If confirmed by the United States Senate, this longtime WWL member, current Vice President of WWL Foundation, and former WWL State Board President would become the first woman to serve on the federal bench in Eastern Washington.

Professor Peterson, who teaches Evidence, Federal Jurisdiction, and Trial Advocacy at Gonzaga University School of Law, was one of

more than two dozen applicants for the position and was ultimately chosen from three finalists selected by a bipartisan selection committee. Since the WWL first reported on her nomination in October 2009, Ms. Peterson has been working through an intensive nomination process.

First she had to endure a background check and complete an extensive questionnaire. Next, her nomination was heard before the Senate Judiciary Committee on November 18, 2009 (the "Hearing"). The Hearing is designed to allow the Senate to learn more about the nominee's background and experience. The Hearing is available to watch [on-line](#).

Professor Peterson was introduced to the Committee by both Senator Patty Murray and Senator Maria Cantwell. Both of whom strongly recommended the Senate confirm Professor Peterson.

Senator Murray said, "I am honored to recommend that the Senate confirm Rosanna Malouf Peterson... She has strong bi-partisan support and with good reason. She has devoted her career to serving the interests of justice and to instilling those values in a future generation of leaders.... I've also received numerous letters and e-mails testifying to Professor Peterson's toughness, work ethic, understanding of the law and advocacy on behalf of her client." –*continued, p. 6.*

Justice Madsen, from pg. 1

(Continued from page 1)

Madsen has demonstrated herself to be an extraordinary leader.” She noted that, despite her demanding court schedule and raising four children, Chief Justice Madsen still devoted countless hours volunteering and speaking to groups about issues of import to the community. “She is a truly remarkable woman. I believe the State of Washington is very fortunate to have Barbara Madsen as Chief Justice of the Supreme Court,” Concannon said.

As Chief Justice Madsen has said, “we all need to be role models.” WWL thanks Chief Justice Madsen for serving as a role model for all WWL members and congratulates her on her election as Chief Justice.

Are you an aspiring writer?
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thoughts about practice?
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Social Media Serendipity: Eight Ideas for Success

By Shauna Causey

If you haven't yet dipped your toe into social media, it may seem like there are valid reasons to stay away, especially as a law student or lawyer reading some of the media reports. We have all heard stories about misuse—corporate executives sharing their personal criticisms, cyber bullies acting under fake identities, NFL players bad-mouthing their coaches, and all the celebrity drama. Or, the fact that some people like to talk about what they're eating for lunch.

But judging the power of social media solely based on those stories would render an incomplete picture. There has never been a more exciting time to communicate from a personal company perspective. Word-of-mouth has never had so much power. Great brands and ideas can spread like wildfire and going "viral" is actually a good sign.

Yes, engaging in social media takes common sense. There are the obvious: don't tweet everything you think, don't post anything that's better said in person, try to stay

others. The next step is jumping in. So, here are a few tips and easy steps to consider as you dive into social media.

Understand Mindcasting vs. Lifecasting. Jay Rosen, a professor at NYU, advocates using social media to share ideas and thoughts rather than a play-by-play of every step you take throughout your day. Unless you're having the best coffee of your life, we probably don't need to see a tweet or Facebook update about that amazing foam leaf the barista crafted on your morning latte. It's more important to share links, interesting news articles, or thoughtful ideas.

Listen up! The best and most useful way to use Twitter is as a listening tool. Go to www.search.twitter.com and type in the name of your company, industry, or your city to see what people are saying. Twitter, and the various Twitter applications particularly great at collating your favorite topics and compiling summary statistics for businesses or interested parties to track.

—continued, p. 4.



Social Media, from p. 3

Help Others in Your Field of Expertise. This is an excellent way to create positive word-of-mouth about your company, cultivate new relationships, and even get more business. Once you search for keywords in your field, check for any questions that people are asking. If you can, help others.

Be Your Own Journalist. You can't always get the media to pay attention to news that affects you, so broadcast it yourself. For example, I work in public relations for a telecommunications company and we had an employee who started a pay-it-forward movement in our coffee stand. A few hundred employees continued the movement and it ended up lasting a full week. I was so impressed that I sent out an update on Twitter. It was picked up by one of our local news stations (along with a few other people) on Twitter and within a half hour that tweet about our employees' spontaneous generosity had reached a potential audience of 250,000 people!

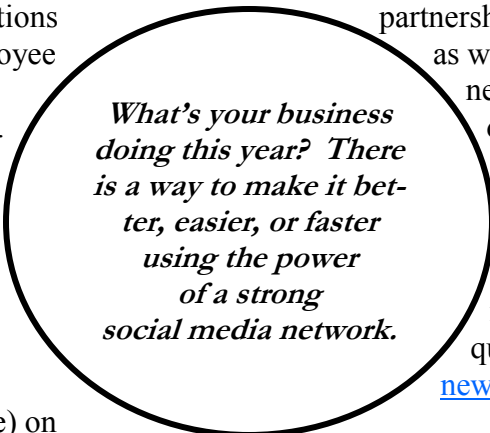
Ask Your Network for Advice. Need help with a new idea or finding a photographer for your law firm's headshots? Social media is a great way to find ideas and talent. My company recently held an internal United Way campaign and I sent out a message from our company Twitter and Facebook pages asking for fun campaign ideas. Within minutes, I had five new ideas, including "bring your dog to work day."

Curate your rolodex. One of the added benefits of using social media is that it is an easy, personal, and free way to stay in touch with people, even if they are a dozen "touchpoints" away from you. In the last year, I have had the opportunity to speak at several non-profit and social media events, and all were the result of social media connections. You never know where social media will take you, but new relationships and new business is not unheard of.

Tell your stories with photos, video clips, or

livestreaming. One of my favorite new tech advances involves video and photo sharing. We can now upload photos and tell our story on [Flickr](#) and share it with one click. We can [livestream](#) from our phones and upload links to [YouTube](#). Using social media to tell our story visually is one of the strongest ways we can send a message.

Engage in Cause Marketing. Cutting ad budgets and investing in non-profit causes (and then promoting the partnership with the non-profit) is a growing trend as we enter 2010. Many non-profits, businesses, and individuals are using social media to tell their story about a favorite cause. For instance, in the aftermath of the Lakewood police shootings, Papa John's donated all their profits to the families of the fallen officers. They promoted the cause using social media and it quickly went viral. Numerous blogs and [news sites](#) wrote about the effort.



What's your business doing this year? There is a way to make it better, easier, or faster using the power of a strong social media network.

What's your business doing this year? There is a way you can make it better, easier, or faster using the power of a strong social media network. If you are interested in learning more, www.Mashable.com is a great place to learn about the latest social media news. And Chris Brogan has an excellent book titled "The Rise of the Trust Agents."

Got a story or idea to share? I'd like to hear what you think about the ideas above or your experience using social media, either for your law firm or your personal life. I've posted this article online, so please feel free to add a comment by [clicking here](#).

Shauna Causey was recently voted in the Top 100 Women in Seattle Tech by TechFlash. She manages social media and communications for Comcast. In her spare time, she helps non-profits and local groups with social media and serves as the Communications Director for Social Media Club Seattle. She just launched a new blog at [CauseyBlog](#) and posts social media news and updates at www.twitter.com/ShauaCausey and www.Facebook.com/ShauaCausey.

Briefly Speaking: Events and Announcements

Mark your calendars!

- **Attorney Pro Tem training**
District & Municipal Court Judges' Association and WSBA -CLE, Feb. 26-27, 2010 (Seattle) and March 19-20, 2010 (Spokane)
- **Dollars & Diversity—the Value of Diversity and How to Achieve It**, CLE and Diversity Week Reception, SU School of Law, Seattle, Feb. 25, 2010, 3:15—7pm.
- **Goldmark Award Luncheon**, Legal Foundation of WA, Red Lion Hotel, Seattle, Feb. 26, 2010, 12-1:30pm.
- **Cocktails for a Cause**, Legal Voice, Renaissance Hotel, Seattle, March 18, 2010, 6-8pm.
- **KCBA Breakfast with Champions**, Sheraton Hotel, Seattle, Mar. 10, 2010, 7:30am.

Advertise in the State Reporter!

WWL accepts non-time sensitive advertisements in the State Reporter, subject to approval by the State Reporter Editors and Executive Board. Advertisements and announcements are a wonderful way to send your message statewide to all WWL members.

- ¼ page announcement/advertisements, are \$150.
- ½ page announcements/advertisements, are \$250.
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Payment must be received prior to printing. Please contact WWL Co-VP Newsletter Jeannie Duncan (Jeannie.Duncan@courts.wa.gov)



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Forget!**

It's Time to Renew Your Washington Women Lawyers Membership!

WWL and local chapters are continuing their great work in 2010, including:

- Statewide networking opportunities
 - CLEs, including CLE focused on unique issues faced by women attorneys
- Mentoring in all phases of practice

Membership in WWL gives you access to these member benefits, as well as many others!

Don't forget to renew your WWL membership today!

To renew your membership or join WWL, please complete the enclosed membership [form](#) and return it to the address listed on the top of the form, or renew or join [online](#) at www.wwl.org.

WWL Member Spotlight, cont. from p. 2

Senator Cantwell concurred, stating, “Professor Peterson brings, I think, an impressive breadth of experience to the Bench. In private practice she has represented more than 250 clients in both civil and criminal matters at both the State and Federal Levels and has litigated numerous trials. . . . I have no doubt she’ll be an exceptional jurist for the Eastern District of Washington. She has long been recognized by her peers for her keen intellect, boundless passion for the law and dedication to equal justice. So, I offer this Committee my *strongest* recommendation to move quickly and in a positive way to put this nomination before the full Senate.”

The Hearing also included four other nominees for various positions. After the introductions by Senators of each nominee, the nominees took the front seats and formed a panel of candidates to take questions at random by each member of the Judiciary Committee. (It is worthwhile to note that Professor Peterson was the only candidate who had both of her home state Senators introduce and recommend her). Each candidate was asked by the Committee to introduce their family and others who were attending the Hearing in their support. Among those attending to support Professor Peterson were her husband of 39 years, her daughter, her friends, former students, and a current student.

Members of the U.S. Senate Judiciary Committee asked Professor Peterson one question during the Hearing. The question pertained to the same topic asked of her in written questions asked by the Senators. The questions stemmed from Professor Peterson’s response on her application to describe the ten most significant litigated matters which she personally handled. Professor Peterson described one of her most significant cases was *U.S. v. Torres-Sanchez*, in which she represented a woman charged with being an illegal alien in the U.S. after deportation and conviction of a prior drug conviction.

Judiciary Committee members asked Professor Peterson related questions designed to determine if Professor Peterson would be able to enforce a law that says “if you are convicted of a drug offense and are de-

ported, you’re not entitled to come back to the country.” Professor Peterson’s answers in person and in writing echoed the same sentiment: “If I am confirmed to serve as a district court judge, I would become a neutral arbiter and not an advocate, which I fully comprehend are very different roles. If I were confirmed, I would be committed as a neutral arbiter to apply the established law to the facts in any case and arrive at the conclusion dictated by that law with those facts.”

The Senate Judiciary Committee reported Professor Peterson’s nomination to the full Senate on December 10, 2009. Her nomination has been placed on the Senate’s Executive Calendar for consideration by the full Senate as an event to be scheduled. (This will presumably take place in the second session of Congress.) If, at this event, a majority of the Senate votes in favor of her nomination, the President will be notified and the nomination is confirmed.

WWL was deeply honored to have Professor Peterson take time out from her busy schedule to address members and dignitaries from across the State at the WWL Annual Event last October. WWL anxiously awaits Professor Peterson’s confirmation as a United States District Judge for the Eastern District of Washington. In the mean time, the WWL congratulates Rosanna Peterson on her nomination!



- Professor Peterson addresses WWL Annual Event attendees.

The Difference Between Networking and Business Development

By Kari Petrusek

While many people may think that networking and business development are interchangeable terms, they are not. *Networking* involves building relationships that are useful and worthwhile to others. The focus of networking should be on how you can help another person, not how that person can help you. *Business development* is relationship building to generate revenue. Both of these techniques are creative processes, but each requires a different skill set.

Effective networking requires:

- Creating an elevator speech;
- Listening for ways to provide value;
- Emphasizing your strengths (e.g., expertise, experience);
- Avoiding monopolizing conversations;
- Being genuine; and
- Following up (multiple times).

Effective business development techniques include:

- Providing excellent legal services;
- Targeting your existing clients;
- Listening to clients for business opportunities; and
- Developing a distinctive selling style.

While networking builds relationships, business development involves identifying those existing and potential relationships that can turn into attorney-client relationships. Success in networking can lead to success in business development. To develop business, attor-

neys must take a measured approach to using and creating networks, identifying the right business opportunities, and then asking for work. Whether seeking work from existing clients or potential future clients, a good business developer will make an educated pitch for business within their zone of expertise.

These topics and more were discussed during a panel discussion called “Networking vs. Business

Development” as part of the 2009–2010 ABA YLD Member Service Project “Making Connections: How to Develop Lasting Personal and Professional Relationships.” Watch for announcements of local programming discussing these topics during the 2010 bar year on the WYLD website, <http://www.wsba.org/lawyers/groups/wyld/>.

Kari Petrusek is an attorney at the Carson Law Group, P.S. in Everett, Washington and is President-Elect of the WYLD.

How Networking Transformed my Job Search and My Life

By Jennifer A. Valenta

My journey began on December 1, 2008 when I was laid off from my position of nine and a half years as in-house counsel for a homebuilder. I spent the first three months sending out applications for the few advertised attorney positions that I was remotely qualified for and hearing people advise me to network.

Network? I had spent the last nine years *working*, not *networking*. I called the few attorneys I knew and tried to reconnect, all the while feeling pretty bad that I had not kept in better touch with them until the moment I needed something. I attended the monthly job groups at the WSBA where they again advised me to network. I attended some big networking events, but often felt overwhelmed and would end up sidelined. I would take business cards without knowing how to follow up. It seemed quite clear: I needed to learn how to network.

In late March, I attended a networking event at the WorkSource in Lynnwood that set my life on a new course. Paul Anderson of Pro-lango Consulting was the guest speaker at the event. He had worked as a recruiter for Microsoft and Expedia and he was there to tell us how he could help us navigate the on-line application system of big companies. Above all, however, he advised that networking was the only solid road to finding a job.

The networking class changed my life. I learned how to think of networking with a goal of building genuine relationships and learning what I can do for others, rather than thinking about what others can do for me. I also learned how to focus my networking efforts. I designed a goal to survey the real estate market and worked on targeted ways to meet people and attend events that would help me learn about the market. I also joined the WSBA weekly job group, which -continued, p. 8.

Networking, from pg. 7

helped me set more specific networking goals and kept me accountable for meeting those goals.

Both Prolango and the WSBA encouraged me to take on volunteer positions in order to stay connected professionally and to create value. They also advised that volunteer positions would help me network with others who are interested in what I am interested in. The WWL offered just such a volunteer position when Past President Amy Robinson asked me to Chair the Annual Event. This was a high profile position that led not only to more networking opportunities, but also fantastic leadership experience.

By having a goal of learning about others and being able to show that I was actively engaged in the professional community through volunteering, I became comfortable meeting with people and approaching people to meet. I looked at each person as an individual with whom I could relate—job, or no job. In November I was offered a great job and, yes, I found it through networking. I am no longer overwhelmed by the thought of networking. In fact, I think it is essential to professional and personal success. And I look forward to meeting you at the next WWL event.

Jennifer Valenta is a senior associate at Leahy.ps in Kirkland, WA. She also currently serves as WWL VP-Publicity.



WWL Past President Amy Robinson congratulates Professor Peterson at the annual event.

Hear ye, hear ye...

WWL Chapter News!

Thurston County Capitol Chapter: The Thurston County Capitol Chapter is grateful to Chief Justice Madsen for hosting our annual December holiday party at the Washington Supreme Court. At the event, we collected record donations to support the local Thurston County legal clinic. We were also honored by Justice Alexander who shared a few stories in honor of Evelyn Foster, a local attorney who graduated from the University of Washington School of Law in 1940. She was an institution in the local legal community and Justice Alexander's stories illustrated her strength, grace, and good humor, qualities we should all strive for as women lawyers. The Capitol Chapter will be undertaking a new challenge this year. The chapter will support Thurston County's Juvenile Drug Court by stocking a closet full of necessities for drug court participants such as: backpacks, school supplies, bus passes, and other items. We appreciate Commissioner Chris Schaller for bringing this need to our attention and are planning a lunchtime kickoff event on February 17. *-Contributed by Becca Glasgow.*

Pierce County Chapter: On December 8th the Pierce County Chapter hosted a holiday party at Two Vaults Art Gallery with catering by Mineola and dessert by Corina's Bakery, both female-owned businesses. There were approximately fifty attendees, including Washington State Bar President Sal Mungia. There was a ton of excitement and great energy! Lara Herrmann did a fantastic job putting the event together and was honored at the event for all of her hard work in not only putting the event together but the work she has done for the organization over the years. Last fall, the Pierce County Chapter organized a social event and fundraiser. Members gathered together to prepare meals at Kitchen to Kitchen, a Tacoma meal-prep company where customers go to prepare casseroles to take home and bake at a later date. PCWWL arranged in advance to donate some of the casseroles to the YWCA, which operates a shelter for victims of domestic violence. Each person decided how many of the meals they wanted to donate to the shelter and how many they would take home for their own families. The owner of Kitchen to Kitchen, Moni Butko, was so enthusiastic about the concept that she contributed additional side dishes. We brought wine and appetizers to share while we worked and visited. A representative from the YMCA picked up the frozen casseroles the next day. In her thank you note to the chapter she said that very day, a woman with five children had arrived at the shelter with "just the clothes on their backs." One of the children was having a birthday. The shelter workers cooked some of the dishes in the communal kitchen and the family was able to have a hot, homemade meal to celebrate the little boy's birthday. *-contributed by Lisa Kremer, PCWWL Social Chair.*

2009 Washington Women Lawyers

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Washington Women Lawyers extends the greatest appreciation to its loyal friends and sponsors who supported this year's events. Their support made this year possible, and assisted WWL in furthering its mission to serve women lawyers throughout Washington. A sincere thank you to all of our 2009 Annual Membership Meeting & Awards Dinner Sponsors!

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It was a pleasure to have served as your President, and a privilege to have worked with such dynamic, amazing women and men around the state. Thank you to the fabulous women and now dear friends that served with me on the state board this past year and over the past few years, and to the new friends I made while visiting the chapters and working to build upon the rich legacy of this organization.

A huge thanks also to my fantastic firm Barron Smith Daugert for all their support, encouragement, camaraderie, mentorship and for enduring my intermittent "unavailability" this past year.

Best wishes for an exciting new year, WWL!

Amy Robinson
Immediate Past President



2010

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To submit event notices or announcements, please email wwl@wwl.org with the word "Announcement" in the subject line.

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