
JANUARY 15, 2009

NEXT WEEK:

The **next meeting** of the Tri-Valley Executives' Association will be held on **January 22** at Vic's All-Star Kitchen at 7:00am.

You will be GREETED by **Larry Smario** of Larry Smario Landscape & Tree Service and **Bob Olsen** of Olsen Painting.

The LEAD CHALLENGE: **Larry Brumm**, Real Estate Appraiser will be giving a lead or singing to **Jim Bowen** of Pleasanton Auto Repair.

The CLASSIFICATION will be given by new member, **Jim Pease** of W.H. Mayer Accountancy Corp.

DID YOU GIVE A REFERRAL THIS WEEK?

CLASSIFICATION:

With a father from Lebanon and mother from Egypt, **Karyne Ghantous** is first generation American. She is one of seven first generation American grandchildren of whom 3 are lawyers, one is a doctor and one is a filmmaker.

Karyne was born in Hollywood California and grew up speaking French because her parents disagreed on what dialect of their languages to speak in their household. In preschool, she began speaking English in order to be understood, and refused to speak any other language at home or elsewhere.

She grew up in Valencia and played varsity tennis in high school. She made the decision to be a lawyer before junior high school and as soon as she got her first car, her license plate read LIV2RGU.

She started attending college at UC Santa Barbara, but transferred to UCLA after 6 months. She majored in math and psychology and then went to UC Hastings College of the Law at Berkeley.

Karyne met her husband in high school, but they hated each other and couldn't be more opposite: Karyne the future attorney at law and him with long hair in a heavy metal band. By chance they met up after they graduated; she saw something in him that she hadn't seen before and five years later, they were married. Today, he is a CPA at Moss Adams in San Francisco.

After taking the bar, she and her husband moved to LA. Not finding a good fit in that community, her husband suggested that she apply with firms in Northern California. She accepted a position with an insurance defense firm doing litigation and moved back to the Bay Area. Her second job was with a firm that was mostly research and writing; she hated it and learned that she needs the fight.

She is now with De La Housaye & Associates in Walnut Creek. Some of the clients that she represents are Clearchannel, DeSilva Gates, Benjamin Moore, Save-Mart and a property management company that has properties in 240 cities. She has experience in representing clients in both state and federal court and is currently representing a client in a carbon-monoxide case against Fort Ord.

At De La Housaye & Associates, Karyne does pre-litigation, litigation and fighting litigation. Litigation is really a chess game, at which she considers herself a very good player. It is about knowing what your opponent's next move will be and having a plan to counter that move.

Karyne finds that she is able to retain clients because litigation for her clients is a nuisance that she can make it go away; she finds how to get them out ASAP and find out if someone other than her client can pay for it (such as insurance or subcontractors). She is very good at this, which is great for her clients, but not so

good for the firm, who wants more billable hours.

When you do get an attorney involved, make sure that the goal is to make the case go away and to close the file as soon as possible. A complaint by the partners at her previous firm was that she settles too quickly (less money for the firm in terms of billable hours). Her rates range from \$245-265 per hour, which is very reasonable. A good lead for Karyne is any small business that needs to sue or is being sued. She can handle personal cases, but doesn't like to take them on because it is very expensive for the client and typically doesn't make financial sense for them.

To consult Karyne Ghantous, please call her at De La Housaye & Assoc. at 944-3300.

ELECTIONS:

It's time to choose a new Board. If you are interested in getting more involved or want to know more how the organization works, please contact Cristin. We'd like 3 or more new nominees for elections in March.

NEW MEMBER INFO:

(New brochures are being printed; look for them at the meeting on 2/5)

Please welcome our new Members:

Classification: Litigation Attorney – Civil & Commercial, Advice & Counsel
Firm: De La Housaye & Associates
Represented by: **Karyne T. Ghantous, Esq.**
Address: 1655 N. Main St., Walnut Creek
Phone: 944-3300, Fax: 944-3343
E-mail: karyne@delahousayelaw.com

Classification: Business Machines – Sales & Svc
Firm: The Swenson Group, Bus. Technologies
Represented by: **Mark Van Slambrook**
Address: 207 Boeing Ct. Livermore CA 94551
Phone: 960-8910 x123, Fax: 960-8919
E-mail: mvanlambrook@tsgbt.com
