

# BISNAR & CHASE

TRIAL LAWYERS

John P. Bisnar  
Brian D. Chase

Jerry N. Gans  
Clarice J. Letizia

Shannon Barker  
Legal Administrator

ONE NEWPORT PLACE  
1301 Dove Street  
Suite 120  
Newport Beach, CA 92660  
(Phone) 949/752-2999  
(Fax) 949/752-2777

WEBSITE: BESTATTORNEY.COM  
E-MAIL: JBISNAR@BESTATTORNEY.COM

Of Counsel  
Robert B. Gibson  
1551 N. Tustin Ave., Suite 530  
Santa Ana, CA 92705  
(Phone) 714/547-8377  
(Fax) 714/547-8378  
 Respond to Santa Ana Office

September 5, 2006

Potential Attorney Referral  
her address  
her city, her state, her zip

Re: An invitation to join the Bisnar & Chase referral list

Dear Potential:

We have been the beneficiary of referrals from attorneys across the country who sought excellent legal advice and representation in automobile product liability and other serious injury cases. These referrals have expanded our experience and training, and improved our ability to provide representation to other clients ... as well as pumped up our bottom line.

Because of our marketing efforts and referrals we receive from other attorneys, we receive inquiries from across the country about a myriad of legal issues outside the kinds of litigation which are the focus of our practice and we conduct a constant search for qualified and committed attorneys to whom we can refer these people who are searching for excellent legal advice and representation regarding those legal issues.

If you share our commitment to excellence, and you would like to be added to our referral list, please complete the attached Firm Information Sheet and return it to us for our evaluation.

Thanks again for responding to this request.

Sincerely,

BISNAR & CHASE, LLP

JOHN P BISNAR  
Attorney at Law

**REFERRAL LIST INCLUSION QUESTIONNAIRE**

Name of Firm: \_\_\_\_\_

Main Physical Address: \_\_\_\_\_

\_\_\_\_\_

Voice Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Firm Contact Person: \_\_\_\_\_

States and Jurisdictions Licensed: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Areas of Practice in which You Want to Receive Referrals (for tort litigation, specify types of cases):

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Referral Fee Schedule (as permitted by law in your state(s)): \_\_\_\_\_

\_\_\_\_\_

Other Information You Wish to Add: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Dated: \_\_\_\_\_

By: \_\_\_\_\_

For: \_\_\_\_\_

When completed, please mail to Bisnar & Chase, LLP, 1301 Dove St., Suite 120, Newport Beach, CA 92660 or transmit by fax to 949/752-2777.

# interoffice MEMORANDUM

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**To:**  
**From:** Carey Wagenblast  
**Date:**  
**Subject:** Referral Attorney Verification

Attorney: \_\_\_\_\_  
State: \_\_\_\_\_  
Area of Practice: \_\_\_\_\_

A new attorney needs to be added to our referral list. Please:

- \_\_\_ Get all contact info including fax number and email
- \_\_\_ Add attorney to list under appropriate area of practice
- \_\_\_ Look up attorney's record on state bar's website
  - \_\_\_ Verify member is active and eligible to practice law
  - \_\_\_ Check for administrative and/or disciplinary actions
  - \_\_\_ Print copy of attorney record
  - \_\_\_ Keep on file
- \_\_\_ If record search not available, let CW know
- \_\_\_ Inform appropriate staff of new addition to referral list

# BISNAR & CHASE

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 Respond to Santa Ana Office

March 20, 2006

New Attorney Referral  
her address  
her city, her state, her zip

Re: Welcome to the Bisnar & Chase referral list  
Qualifications Check-list and Promises

Dear New:

Thank you for your confirmation that you want to be added to our firm's referral list. We receive inquiries from potential clients across the country about a myriad of legal issues, and we are always looking for qualified and committed attorneys to whom we can refer these people who are searching for excellent legal advice and representation.

To help us assure those people whom we might refer to you of your commitment to excellence, we require that you complete, sign, and return this form before we will provide your name to one of our contacts.

Sincerely,

BISNAR & CHASE, LLP

JOHN P. BISNAR  
Attorney at Law

**QUALIFICATIONS CHECK-LIST AND TERMS OF RELATION**

I, NEW ATTORNEY, hereby provide BISNAR & CHASE, LLP the following statements of my qualifications and promises to establish a referral relationship to me:

- I am admitted, licensed, and a member in good standing of the Bar of the following State and Federal jurisdictions: \_\_\_\_\_  
\_\_\_\_\_
- I have the education, training, and experience to provide clients with excellent legal advice and representation in the following practice areas: \_\_\_\_\_  
\_\_\_\_\_
- I carry "Errors & Omissions" insurance which is in full force and effect, with policy limits of at least \$100,000 per incident.
- I will inform Bisnar & Chase, LLP immediately upon the change in status of any one of the foregoing items.
- I confirm that, unless otherwise agreed in writing, I will pay Bisnar & Chase, LLP, to the extent allowed by law, a referral fee of the following percentage of the attorney's fees earned in my representation of the referred client: 25% if the case is resolved before discovery is begun; 20% if the case is resolved after discovery is begun through the designation of expert witnesses or 30 days before trial, whichever first occurs, otherwise 15%.
- I promise that, on behalf of Bisnar & Chase, LLP, I will obtain the written approval of all people referred by Bisnar & Chase, LLP for the payment of the above-referenced referral fees.

I agree and promise that I will send Bisnar & Chase case status reports on all referred clients upon request.

Dated: \_\_\_\_\_

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 Respond to Santa Ana Office

March 20, 2006

**Via First Class Mail**

XXXXXXXXXX  
XXXXXXXXXX  
XXXXXXXXXX

**Re: Potential Client Referrals from Bisnar & Chase**

Dear Mr. XXXX:

During the past month, we have referred to your office the potential clients named in the attached list. Please use this form to report back to the outcome of these referrals. Please fax your report to us at your earliest convenience. We thank you for your cooperation in this matter and the care which you have given the potential client we have referred to you.

Very truly yours,

BISNAR & CHASE, LLP

XXXXXXXXXXXXXXXXXXXX  
XXXXXXX

/  
Enclosure(s)

**BISNAR & CHASE**  
T R I A L L A W Y E R S

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(Fax) 714/547-8378  
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March 20, 2006

Via First Class Mail

XXXXXXXXXX  
XXXXXXXXXX  
XXXXXXXXXX

**Re: Potential Client Referrals from Bisnar & Chase**

Dear Mr. XXXXX:

You have indicated to us that your firm has been retained by the potential clients referred to you by Bisnar & Chase who are listed on the attached "Status of Referrals Sheet". Please complete the sheet by providing the appropriate current data in the appropriate spaces directly following each client.

We understand that a client may have been newly retained. This is an update form which we send out every four months regardless of how new a referral may be.

We thank you for your cooperation in this matter and the care you are devoting to the client we have referred to you.

Very truly yours,

BISNAR & CHASE, LLP

XXXXXXXXXXXXXXXXXX  
XXXXXXX

/cw

**OUTCOME**

**POTENTIAL CLIENT REFERRALS FROM BISNAR & CHASE**

DATE	NAME	RETAINED	NOT RETAINED	PENDING	DETERMINING FACTOR
					<input type="checkbox"/> No Merit <input type="checkbox"/> No Liability <input type="checkbox"/> Too Small <input type="checkbox"/> Other: _____
					<input type="checkbox"/> No Merit <input type="checkbox"/> No Liability <input type="checkbox"/> Too Small <input type="checkbox"/> Other: _____
					<input type="checkbox"/> No Merit <input type="checkbox"/> No Liability <input type="checkbox"/> Too Small <input type="checkbox"/> Other: _____
					<input type="checkbox"/> No Merit <input type="checkbox"/> No Liability <input type="checkbox"/> Too Small <input type="checkbox"/> Other: _____
					<input type="checkbox"/> No Merit <input type="checkbox"/> No Liability <input type="checkbox"/> Too Small <input type="checkbox"/> Other: _____



## 2006 Referral Tracking

Date	Referred By	Client Name	Referral Source	Referred To	Case Type	Retained	Status	Incentive Paid/Date	B&C Paid/Date	Incentive Paid/Date
1/2/06	Carey				Battery-Tort					
1/2/06	Carey				Family Law					
1/2/06	Carey				Business Litigation					
1/2/06	Carey				Sexual Harassment					
1/2/06	Carey				Medical Mal-Practice					
1/2/06	Carey				Toxic Tort					
1/2/06	Carey				Family Law					
1/3/06	Carey				Criminal Matter					
1/3/06	Carey				Lemon Law					
1/3/06	Carey				PI-Minor					
1/3/06	Carey				Corporate Law					
1/3/06	Carey				Medical Mal-Practice					
1/3/06	Carey				Immigration Business					
1/3/06	Marta				Business Litigation					
1/3/06	Marta				Real Estate Litigation					
1/3/06	Marta				Bad Faith					
1/3/06	Marta				Wills and Trust					
1/3/06	Marta				Legal Mal-Practice					
1/4/06	Carey				PI-Minor					
1/4/2006	Carey				Wills and Trust					
1/4/06	Carey				Medical Mal-Practice					
1/4/06	Marta				Medical Mal-Practice					
1/5/06	Carey				Real Estate Litigation					
1/5/06	Marta				Sexual Harassment					
1/5/06	Marta				Battery-Tort					
1/6/06	Carey				Immigration Business					
1/6/06	Carey				Legal Mal-Practice					
1/6/06	Carey				Wills and Trust					
1/6/06	Carey				Lemon Law					
1/6/05	Carey				Bad Faith					
1/7/06	Carey				Business Litigation					
1/8/06	Carey				Family Law					
1/9/06	Carey				Criminal Matter					
1/9/06	Carey				Lemon Law					
1/9/06	Carey				Corporate Law					
1/9/06	Carey				Real Estate Litigation					
1/9/06	Carey				Immigration Business					
1/9/06	Carey				PI-Minor					
1/9/06	Marta				Medical Mal-Practice					
1/9/06	Marta				Corporate Law					
1/9/06	Marta				Criminal Matter					
1/9/06	Marta				PI-Minor					
1/9/06	Marta				Battery-Tort					
1/9/06	Marta				Wills and Trust					