

KREKELER LAW REPORT



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HAPPY NEW YEAR!... AND ABOUT THOSE RESOLUTIONS

The new year always brings hope and optimism. Many of us establish New Year's Resolutions in an effort to improve our lives and our lot in life.

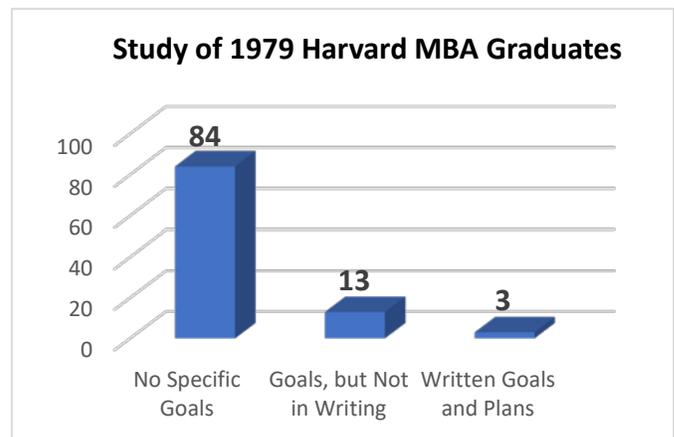
Unfortunately, most New Year's resolutions fall to the wayside and are abandoned rather quickly. A good way to try to stick with the changes we want to encompass is to write them down. The following is an article I wrote for the Young Lawyers Division of the Wisconsin State Bar.

I recently had breakfast with a young lawyer working hard to grow her practice. I do this on a regular basis, and I learn a great deal from the exchange of ideas. One of the things she discussed was her goals. I asked if she wrote down her goals and then reviewed them again later.

I asked that question because of articles I have read about a study conducted of 1979 Harvard MBA graduates. Those graduates were surveyed and asked the following question:

"Have you set clear, written goals for your future and made plans to accomplish them?"

Here are the results:



84% had set no specific goals. 13% had set goals, but not in writing. Only 3% had written goals and a plan to achieve them.

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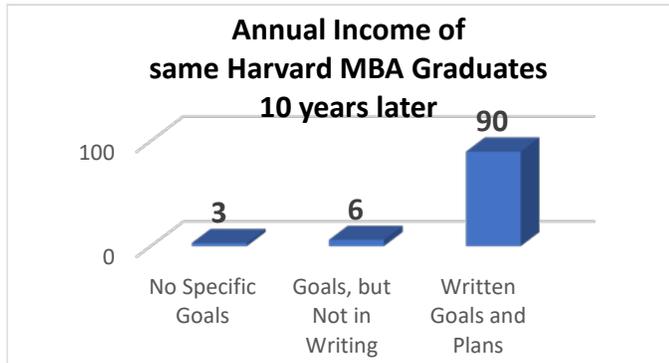
Comments? Contact Charlotte at (608) 310-3404
or email cbabbitt@ks-lawfirm.com.

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RESOLUTIONS *(continued from Page 1)*

The same graduates were again interviewed 10 years later, this time about their earnings. Here are those results:



Those with goals were earning twice as much as the 84% who had no goals at all. The 3% with written goals averaged earnings ten times as much as the combined average earnings of the other two classes.

I have tried this myself over the years. While I cannot report to you that my earnings on the years when I wrote down my goals and had a plan for achieving them were ten times my earnings of other years, I can report that those years were successful. I wrote down my goals at the beginning of the year, much like a New Year's resolution. I reviewed them a couple of times during the year and then gave myself a year-end evaluation.

We find lots of excuses for not writing down our goals and plans. The most common is probably that "I am too busy," but if we are too busy to identify and write down our goals, how will we ever find the time necessary to accomplish those goals?

Another possibility is that we just don't like the idea of holding ourselves accountable. If goals are written down, there is a standard against which we are measured. I urge you to take that challenge.

My recent breakfast partner emailed me that she was going to try the written goal approach. I hope she does, and that perhaps next year I can report to you on her results.

...

For years, I have written down my annual goals and put them in my desk drawer. I check them every now and then. I am reminded of them every time I open the desk drawer. Just seeing them forces me to be at least somewhat accountable to myself.

So, as we start this new year, I urge you to take those New Year's resolutions and put them in writing. If you really want accountability, share them with a trusted friend or advisor. Good luck, and Happy New Year!

MEET ATTORNEY CRYSTAL BANSE



Crystal Banse is a Madison attorney with over 15 years of experience as both an entrepreneur and a lawyer. I had the pleasure of having breakfast with Crystal last month and was very favorably impressed.

It wasn't her extensive and noteworthy experience that impressed me, even though she is a former Captain in the Wisconsin Army National Guard and graduated Magna Cum Laude from the University of Wisconsin School of Business. It wasn't her continued activity as a community leader, nor her professional memberships. It was not even the fact that she co-founded Herbal Law, a national legal consulting agency for the hemp and cannabis industry. No, what impressed me was her attitude toward her profession.

Crystal clearly wants to help people and is adjusting her practice to do more work helping people with debts. She is doing more and more debt negotiations for people and helping them with oppressive national debt collectors. She enables people to protect their income and their assets.

She also understands that practicing law puts us in the service industry. Sure, we lawyers have extensive training and special expertise, but what clients can really see and appreciate is empathy or a prompt response.

We have tried to make these values part of the hallmark of our practice, and it is good to see other young lawyers doing the same.

You can reach Crystal Banse at 608-620-5295.

UNREAL



TAKING A TRIP?

An Uber driver in California found a new way to find burglary targets. After dropping a couple off at the airport, Jackie Gordon Wilson waited an hour and then drove to the home he picked them up at with the intention of breaking in.

He was caught on the doorbell surveillance system trying to forcibly enter the home, but instead triggered the alarm system. He then proceeded to a neighbor's house and was more successful in this attempt. Wilson looted the home and made off with multiple family heirlooms.

The homeowner shared the images from their security system, which led to Wilson being identified as the Uber driver. This evidence was passed on to the police, who were able to locate Wilson by using information from the Uber app the next day. He was still wearing the outfit he had on when he performed the burglary, making him easily identifiable.

If you are planning to go on a trip this holiday season, take these few precautions before leaving your home unattended:

- Invest in a good home security system
- Set light timers to give the appearance that you are home
- Have your mail held at the post office while you are gone so it doesn't pile up
- make sure you don't share your travel plans with strangers, making yourself an easy target



FOOTBALL SEASON ...FOR SOME

The Packers are in the NFL playoffs. The Badgers are in the Rose Bowl. This is football season at its best.

But not for those fans of the Arena Football League. That league shut down last month and filed a Chapter 7 bankruptcy. Its approximately \$1.25 million assets (socks, helmets, water bottles, etc.) will likely all go to its secured creditors. The \$20 million or so of remaining debt will go unpaid.

The AFL had been around for 32 years but has had financial problems before. Now the remaining fans in Albany, Atlantic City, Baltimore, Columbus, Philadelphia and Washington, D.C. have lost their teams.

Earlier this year the Alliance of American Football League filed bankruptcy in the Western District of Texas. That league had been considered a developmental league for the NFL.

Business closings happen in every industry, even football. Fortunately, we still have our teams. Good luck, Packers and Badgers!

GIFT CARDS REVISITED

We have written before about gift cards and the dangers they present if the merchant goes out of business. See our article "Happy Holidays – Here's a Gift Card!" on Page 1 of the [December 2017 issue of Krekeler Law Report](#), as found on our website.

The National Retail Federation estimates that \$27.5 Billion was spent on gift cards this holiday season just ended. The average value on each gift card is nearly \$50.

The largest category of gift cards is for restaurants, approximately 35%. Restaurants are businesses that generally have short lives. This could put your gift card value in jeopardy.

You probably gave or received gift cards this holiday season. This is our New Year's reminder to you, to use those gift cards promptly.



WHERE'S KREKELER?



DAVID NAMED A FELLOW OF WISCONSIN LAW FOUNDATION

Attorney David Krekeler was named a Fellow of the Wisconsin Law Foundation in October. The Fellows program, "recognizes members of the profession who are recognized for high professional achievements and outstanding contributions to the advancement and improvement of the administration of justice in Wisconsin." Membership in the Fellows of the Wisconsin Law Foundation is considered a professional honor and evidence of professional distinction. Fellows' membership is limited to 2.5% of the State Bar's total members.

The Fellows organization was created in 1999 as a special means to honor members of the State Bar of Wisconsin who have both achieved significant accomplishments in their career and contributed leadership and service to their communities. In addition to this recognition, the Fellows program aims to energize its members to continue their efforts in the promotion of justice, advancement of the profession, and improvement of legal education.

KREKELER STROTHER WELCOMES LAW CLERK MASON HIGGINS



We are excited to welcome Mason Higgins to our team as our law clerk! Mason is a first-year law student at UW-Madison. He went to SIU-Carbondale and received his bachelor's degree in music. He spent a year as a law enforcement officer before deciding to explore options in another branch of the law.

Mason grew up here in Madison, having moved here with his family as a small child from Texas. He is interested in the inner workings of a law firm and looking forward to learning about bankruptcy law while at Krekeler Strother SC. He will facilitate this learning by working on assigned projects and performing research.

When not engrossed in his school workload, Mason enjoys soccer and is currently looking into leagues to join.

Speaking Engagements

If you'd like information on any of the topics addressed in our newsletter or related to our practice, David would love to discuss them over coffee and a bagel – his treat.

Contact him at jdkrek@ks-lawfirm.com.



Have a question? Idea for a future article?

If you ask for it – we will write it!

E-mail Charlotte Babbitt at

cbabbitt@ks-lawfirm.com

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