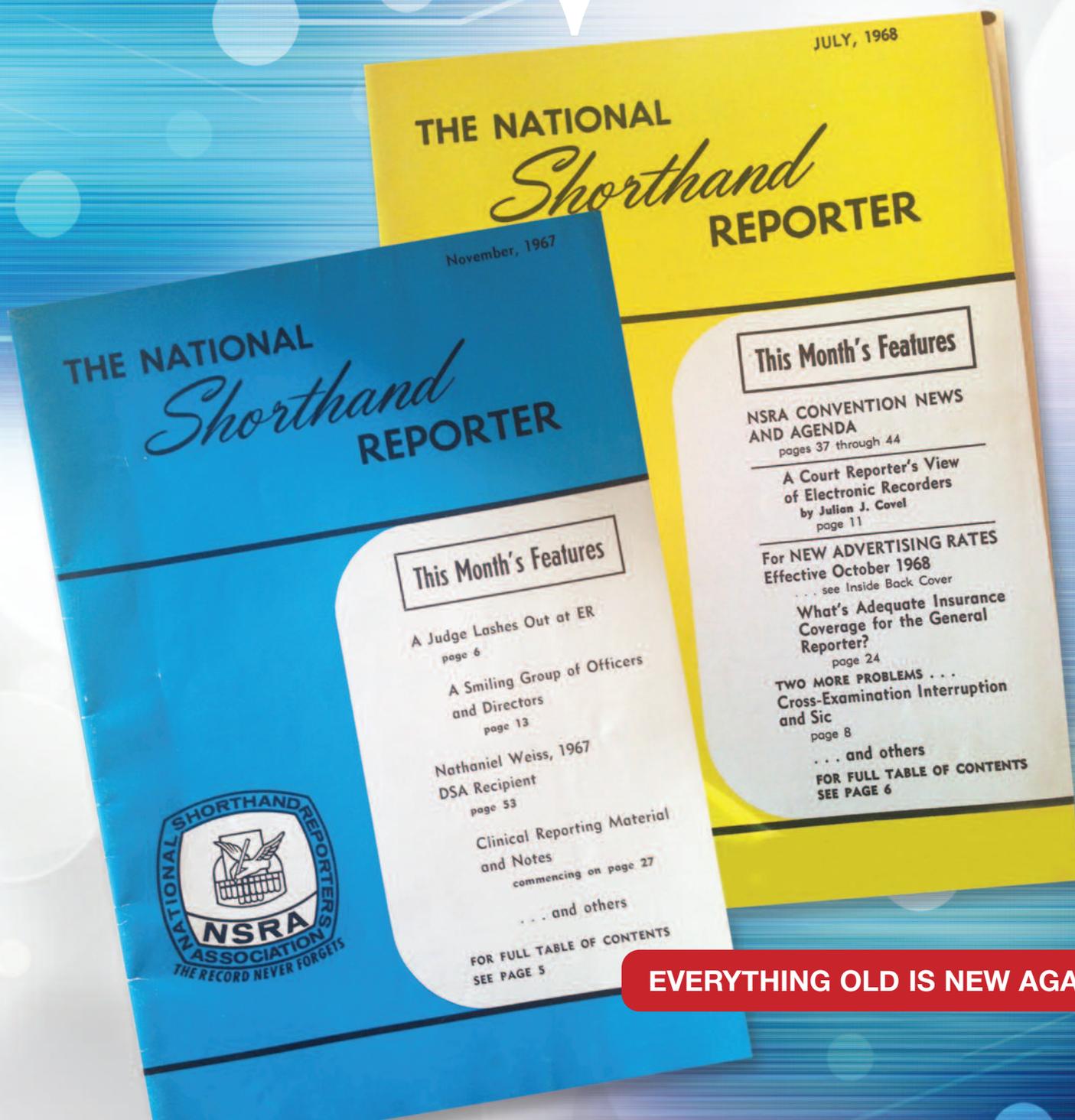


CCRA *online*

Volume 13 | Issue 1



JULY, 1968

THE NATIONAL *Shorthand* REPORTER

This Month's Features

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AND AGENDA
pages 37 through 44

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of Electronic Recorders
by Julian J. Covell
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Effective October 1968
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CCRA Online Copy Deadlines

The deadline for ad and article copy for CCRA Online is the first of the month prior to the scheduled publication date. Articles, ad copy, changes of address, complaints of nondelivery and subscription requests should be directed to CCRA, 65 Enterprise, Aliso Viejo, CA 95656 or call (949) 715-4682. Advertising inquiries also should be directed to the Association office. Photographs accompanying articles should be RGB color JPEG files with a resolution no less than 120 ppi.

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the California Court Reporters Association

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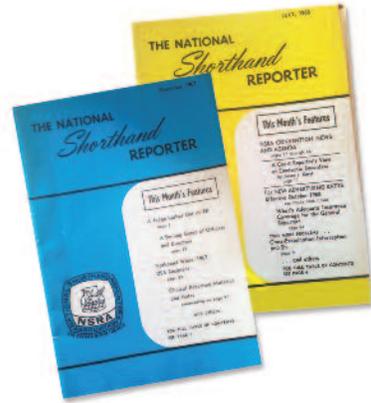
The mission of the California Court Reporters Association is to advance the profession of verbatim shorthand reporting by promoting professional reporting excellence through education, research, and the use of state-of-the-art technology; establishing and maintaining professional standards of practice; and advocating before legislative and regulatory bodies on issues which impact the judicial system and others served by the court reporting profession of California.

President's Message

By Kristi Garcia, CSR, RPR
CCRA President



Several weeks have passed since the California Court Reporter Association's Annual Convention and Installation of the new Board of Directors. I am humbled and honored to be President of this awesome organization. This is truly an association that represents all reporters: captioners, CART providers, students, freelancers and officials.



We've already heard rumblings of what's to come this year.

As union contracts come due, some are taking deep cuts. Some are being outsourced altogether. As laid off officials are navigating their way through unfamiliar territory in the freelance area, freelancers are navigating their way in the "frical" world. CCRA is preparing to make that transition smoother for all.

We are currently forming committees and task forces. I encourage each and every one of you to get involved. Whatever your interests, there is a place for you on our team. We welcome your input and encourage your active participation. We work for you. We are your board members. This is your organization. And it will become what you make it.

I would love to be able to tell you in these short weeks that we have solved all of the problems of the State, but these are tumultuous times in the court reporting profession. I, for one, will keep fighting for our future. I hope I can count on all of you to be right there beside me.

When I was home last week, the result of "mandatory furlough," I decided to tackle cleaning my home office. It had been a while and things were stacking up. Much to my surprise, I found a few magazines from years gone by. Actually, I'm embarrassed to say, it was a stack of magazines we had borrowed from the local court reporting school in Fresno for CCRA's 100-year Centennial Convention in Sacramento. I was on the committee that put that conference together a few years ago. Okay. So now you know how long that pile was building!

As I sat on the floor going through some historical National Shorthand Reporter magazines, I was stunned to read the headlines. The July 1968 issue had an article entitled "A Court Reporter's View of Electronic Recorders" by Julian J. Covell. In the same issue, there was an article entitled, "At All Court Sessions...I Want a Real, Live Court Stenographer." This was an address by Edgar A. Rimbold, Chief Counsel, Massachusetts Defenders Committee, delivered before the Massachusetts Shorthand Reporters Association on Friday, March 15, 1968. As I was reading this article, one sentence struck me as if it were written in 2012. "We want a live person sitting there, someone who can read back the testimony we need, someone who, when cross-examination starts, can go back into the previous day's testimony without wasting a half a day, find the spot and read back the testimony."

Another issue of The National Shorthand Reporter, November 1967, was an article entitled, "A Judge Lashes Out at ER" by Judge Vernon W. Hunt, Sr. I call it an article; really it's a six-page speech he delivered to a stenotypists group in Los Angeles. Judge Hunt ends by saying, "And so, although I favor progress, to substitute machines for our splendid court reporters would not be progress. It would be a step backward and the efficient administration of justice would be dealt a severe blow."

Our predecessors fought this ER fight in 1967, 1968, definitely in 1980 when I first entered CR school, and we are still fighting this fight today. ER, DR, AR, whatever you call it, is rearing its ugly head in the state of California as the budget is unlike we've ever seen. We need you, our members, to be our eyes and ears, informing us of what's happening in your area. CCRA will be in Sacramento again this year fighting this fight for you, for us and for the future reporters. We will be calling you all to action soon and are expecting you to step up for the reporting profession including informing us if there is ER/DR equipment being installed in courtrooms.



Court Reporters Board of California CSR Dictation Examination

Please click on the link below to view the current statistical report for the

Court Reporters Board of California CSR Dictation Examination

http://www.courtreportersboard.ca.gov/applicants/examstat_1212.pdf

If you cannot reach the URL by clicking on the above link, please copy and paste it directly into your browser.

The PDF document requires the most current version of Adobe Reader to view.



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GSC's Rockstar Graduates

As the last sentence is spoken by the teacher, written by the student stenographer, and the practice dictation comes to an end, it seems to be just another "Mock Monday" in which prayers are said asking that our fingers and minds be connected as one, that what we hear is what, indeed, our fingers will write and not the other way around or in any other order.

Today is different, though. Today we have a student that qualified to take the state exam. This isn't something that happens every day and most certainly not something that happens in only twelve months! And if that is not shocking enough, the very next week we had yet another student pass the Mock, and she, too, started and finished the program in a short twelve months.

And then one week after that, we had a third student pass a Mock, and he was in the program for one year, ten months total. This is an amazing feat that we think is worth sharing in anticipation of bringing hope to all future reporters.

At Golden State College of Court Reporting & Captioning, we think of ourselves as an "optimistic bunch" that has a deep respect and passion for all things court reporting. In truth, we believe that court reporters can change the world for the better. A "stretch" you might say, but we firmly believe that our skill helps others, whether in a deposition or court or through captioning to a deaf or hard-of-hearing person. This belief that we can help others feeds the desire to learn and execute this skill to the best of our ability. (Well, that, as well as the money we might make, which can also be a serious consideration.)

GSC asked these three graduating students some questions to, one, introduce them as our newest CSRs, and two, shed some light on how they accomplished such a monumental task in a very short period of time. Anyone who has ever been in a court reporting program before knows that this amount of time is not average for most students trying to unravel the mystery of shorthand. The students were asked to what they attributed their success and how they feel they did it. Here is what they each had to say.



APRIL WOOD

"The reason I've been so focused is because I started this at age 26, feeling like somewhat of a failure for never having found steady, decent-paying work after graduating from college, and I knew that this was one of my last options and that I was going to make it work," says Ms. April Wood. While most of America is watching the debates and figuring out where best to cast our vote, April is embracing her future that is now at her fingertips and preparing for the infamous CSR.

Born in Berkeley, California, raised in Castro Valley, and at the age of 27, April Wood is another GSC success story. April started Golden State College of Court Reporting & Captioning having already attended Lewis & Clark College in Oregon. She then graduated from Mills College, in Oakland, with a Bachelor of Arts degree in Music Performance (flute) in 2008.

April has a passion for music. She started playing the piano when she was four years old, but stopped studying it seriously a couple years after she took up the flute at age eight. She subsequently learned saxophone and guitar, but the flute has always been her main instrument.

April is happily engaged to a very supportive partner, who also happens to have an aunt who has been a court reporter for more than 30 years. Knowing a successful reporter is what motivated her to check out court reporting. Lucky for us at GSC, we were the first court reporting program she researched and ultimately graduated from in the record time of twelve months.

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Before April spreads her wings and flies, we thought that her story, along with those of Christina and Kyle, is one worth sharing. It comes from a perspective of having already succeeded; therefore, those on the same journey can perhaps get inspiration and well-balanced feedback about what it took to succeed; the processes that helped them get there; and, finally, how it feels to have achieved it. Here is some personal insight of April Wood, one of our GSC Rock stars.

Q. To what do you attribute your school success?

A. I attribute a large part of my success in school to natural abilities in finger dexterity and a strong English background. (I'm fairly well-read, a good speller, and have studied writing), but I also attribute it to constant practice outside of school and to an intense focus on the program.

"The more that you read, the more things you will know. The more that you learn, the more places you'll go."

By: Dr. Seuss, I Can Read With My Eyes Shut!

Q. Do you have a mentor?

A. My fiancé has been extremely supportive while I've been in school, working six days a week to support us financially and constantly encouraging me to practice (but not to pageant mom-like extent.) But in terms of a mentor in stenography, I think I've been pretty self-reliant.

Q. Honestly, how many hours a day on average were you ON your machine?

A. I'd say approximately three to four hours every day at school, and anywhere from two to four additional hours at home, whether it was practicing from the theory books, commonly-used word lists, tapes, news radio, or documentaries on Netflix. Some weekends I practiced probably up to eight hours a day (sad, I know; I haven't had much of a social life since I started school, but that's what works for me at this point in my life).

Q. Why do you think this came easy to you? Or easier to you than others?

A. In addition to aforementioned finger dexterity, a strong English background, my intense focus on the program, and my hours of practice, I've always had the gift of speedy fingers. Technical ability in fast, tricky passages of music was always my strongest point in my musical studies.

Q. Do you feel you hit any walls along your way? If so, what speed?

A. I got really freaked out by having to take away my steno keyboard chart at Chapter 10, I believe it was, in theory; the 140 4V test was very challenging to pass, largely due to all the confusing new formatting rules; but by far my biggest wall has been trying to reach 225 Q&A speeds, which I'm still working on now.

Q. And if you hit a "wall," how did you overcome this?

A. I do not let myself have an emotional breakdown about hitting a "wall"; this is the way I used to respond to every academic hardship I faced in middle school, high school, and college, and I would always end up tearing myself down, quitting something, and later really regretting it. So I just keep practicing and don't even let myself think about the "wall" now. On a more practical level, I think this is a good strategy when you feel stuck at a certain speed: practice at a speed higher than you're comfortable with just to get used to the faster rhythms, but also do some practicing in real-time every day at a speed that's slow/easy for you so your writing doesn't completely go to hell with all the sloppy too-fast practicing you're doing too.

Q. Do you punctuate while writing?

A. I do my best to punctuate while writing. "Audible dashes" and question marks are the easiest for me to get. I have to admit I have a bit of a problem with inserting phantom commas and periods in the middle of sentences where they don't belong — it's just some sort of a nervous tic or involuntary muscle response that happens at high speeds. I never use semicolons, colons, or quotes while writing. That just isn't realistic for me.

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Q. How do you warm up?

A. I don't really have a warm-up routine, other than writing what others around me are saying, which creeps people out if they notice I'm doing it; so I should probably find something better. Sometimes I also find myself dictating my own thoughts while I'm "warming up," which actually creeps ME out.

Q. Do you always use resources when transcribing a test? What do you use the most?

A. I use Merriam Webster online. If a punctuation question comes up, I try to make a mental note of it and check in the Margie Wakeman Wells' English book later.

Q. Do you have any (final) advice for new students starting the program?

A. Okay, possible Debbie Downer alert, but I think that if someone doesn't find themselves progressing steadily early on and/or that they don't enjoy being on the machine, this probably is not for them (or maybe that's just the aforementioned quitter in me. I don't know). That isn't to say I think people should give up whenever they hit a wall, because that will happen to everyone, but if it isn't working out, it isn't working out, and no amount of inspirational maxims is going to change that. My uncle just told me the other day that he had a friend who couldn't hack it in court reporting school so she went to law school and passed the bar exam instead! My point is that this isn't for everyone, and there's nothing wrong with that. Also: practice, practice, practice!

Q. Do you have any (final) advice for upcoming CSRs?

A. Well, I'll call this "advice for students" since I'm not a CSR yet and don't want to embarrass myself if I don't pass:

- 1) Real-time while you practice, at least some of the time, as horrifying as it is for the first few months;
- 2) Stop obsessing about having briefs for everything when you could just be practicing getting faster and more comfortable on the machine. ***I really think this is detrimental to a lot of people's progress.***

We would agree! Briefs are a great tool to help catch you up when falling behind; but if you stay right on top of the speaker, they are not always necessary.

- 3) Don't spend a lot (or any) time practicing to TV, because most of the talking is way too fast and the material is not pertinent to court reporting.
- 4) Study the heck out of punctuation and grammar.

Q. Can you name three things that you believe aided you in your school success?

A. Number one would be making school my *first* priority, above socializing, hobbies, etc. I realize that this isn't possible for everyone — people with children or jobs, for example — but if there's any way you can swing going to school full-time plus practicing diligently at home every day, do it and it will pay off. Number two is the natural knack I had for this, I think, which I don't want to make too much of; and number three, not overthinking it!



CHRISTINA TSUJIMOTO

Meet Christina Tsujimoto. She is 23 years old. She came to Golden State College of Court Reporting & Captioning having already earned a BFA (Bachelor's of Fine Arts) degree from Loyola Marymount University. "A thirst for knowledge" is what Christina has. Getting a BFA degree, while admirable, was only one step in fulfilling Christina's appetite for a career.

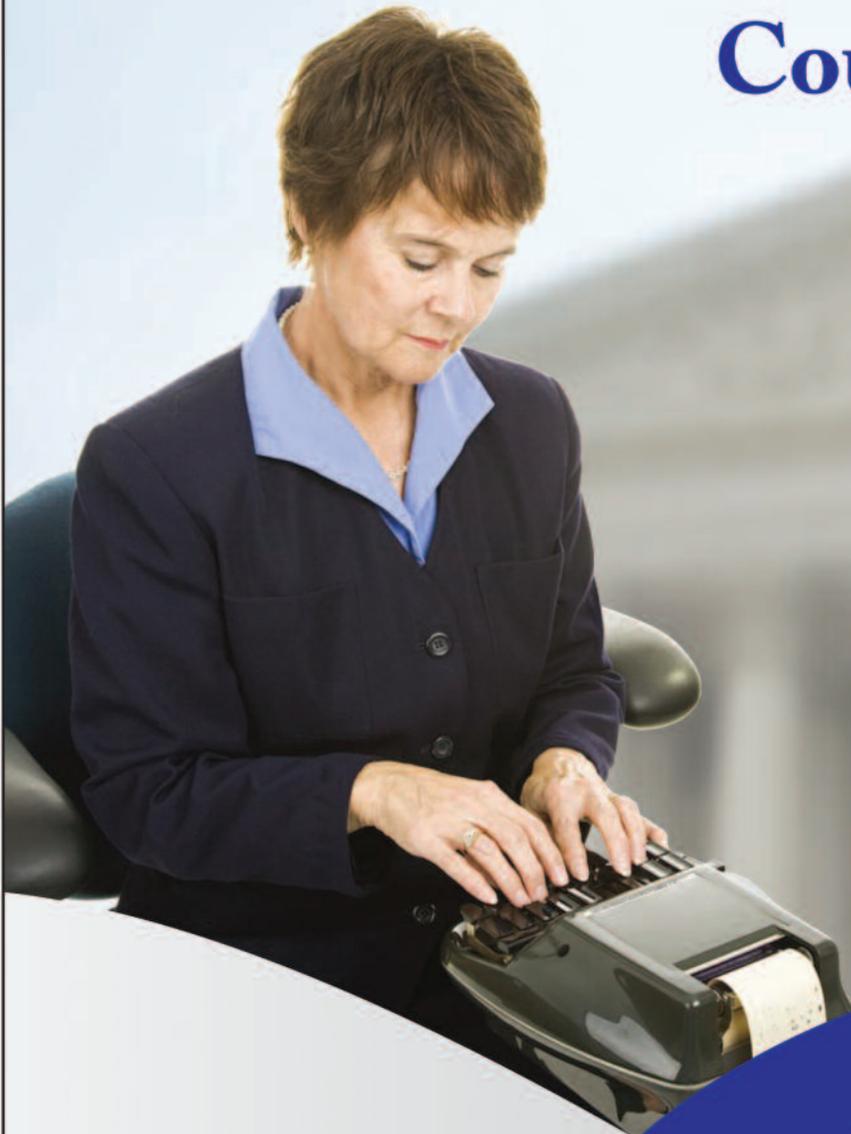
**"You have brains in your head.
You have feet in your shoes.**

**You can steer yourself any direction you choose!"
Dr. Seuss, Oh, the Places You'll Go!**

Christina learned about court reporting through her aunt who is a reporter. She is one of the fortunate ones who had first-hand testimony of someone close to her who enjoys very much being a court reporter, and who, probably by accident, showed Christina the benefits of being a part of an elite group of people with an extraordinary skill set.

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GSC's Rockstar Graduates

(continued from Page 8)

Christina came to GSC with a positive attitude, outlook, and a determination to get through this program, and she did, in as little as fourteen and a half months from beginning to end. She is quite an amazing stenographer and we welcome her into the career of court reporting. She is going to be a very valuable asset to any deposition firm or courtroom. When asked about her school experience, here is what she had to say.

- Q. To what do you attribute your school success?**
A. To machine practice and focusing *all* of my attention on school.
- Q. Do you have a mentor? Or someone you think of as a mentor?**
A. All reporters I know.
- Q. Honestly, how many hours/day on average were you on your machine?**
A. Between five and six hours.
- Q. Why do you think this came easy to you? Or easier to you than others?**
A. Being on my machine as much as possible. I was able to focus all of my attention on school.
- Q. Do you feel you hit any walls along your way? If so, what speed(s)?**
A. There were two speeds I found challenging more than the rest: 140 & 200.
- Q. And if you hit a "wall," how did you overcome this?**
A. Accuracy was more difficult for me than speed. I had to practice with lower speeds.
- Q. Do you punctuate while writing?**
A. I try to! I punctuate when the speed is slower. —A work in progress—
- Q. If you DO punctuate, which punctuation marks do you use the most?**
A. The comma and period.
- Q. How do you warm-up?**
A. I warm up to the ABCs (stitching), and to numbers.

- Q. Do you always use resources when transcribing a test? What do you use the most?**
A. The dictionary and my English book.
- Q. Do you have any (final) advice for new students starting the program?**
A. If you can, focus all of your attention on school. Don't work or do anything else.
- Q. Do you have any (final) advice for upcoming CSRs?**
A. Practice as much as you can.
- Q. Can you name three things that you believe aided you in your school success?**
A. 1. Using my software and realtiming during class.
2. Practicing small word drills
3. Writing for accuracy not speed.



KYLE McLEAN

This is Kyle McLean. He is 28 years old, from California, and heard of court reporting through a friend of a friend. He started *and* finished school at Golden State College of Court Reporting & Captioning in a short one year and ten months. We asked Kyle about his experience as a student. Here are Kyle's thoughts on the subject:

- Q. To what do you attribute your school success?**
A. Hard Work.
- Q. Do you have a mentor? Or someone you think of as a mentor?**
A. Just the faculty.
- Q. Honestly, how many hours/day on average were you ON your machine?**
A. Five to six.
- Q. Why do you think this came easy to you? Or easier to you than others?**
A. It didn't at all. I struggled like everyone else. I just put so much time in it that I was done on time. (*His personal goal time*)

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GSC's Rockstar Graduates

(continued from Page 10)

Q. Do you feel you hit any walls along your way? If so, what speed?

A. I would say from time to time in between speeds of 100-200.

Q. And if you hit a "wall," how did you overcome this?

A. Getting into my notes and working on my theory and accuracy. I think I was only focusing on speed when I should have focused on speed AND accuracy. Without one, the other doesn't work. I found that always (just) pushing for speed only hurt my accuracy. If you cannot read what you're writing, are you really writing? They both go hand-in-hand — lesson learned, and goal accomplished.

and WE AGREE!

Q. Do you punctuate while writing?

A. Trying to now!

Q. If you do punctuate, which punctuation marks do you use the most?

A. The period.

Q. How do you warm-up?

A. I drill my problem words and ABCs to a metronome.

Q. Do you always use resources when transcribing a test? What do you use the most?

A. Merriam Webster's Dictionary, 11th Edition.

Q. Do you have any (final) advice for new students starting the program?

A. Get IN your notes and practice to a metronome.

Q. Do you have any (final) advice for upcoming CSRs?

A. Get IN your notes. Type. NO excuses. Be kind to yourself, but real (or honest and frank) about your mistakes. And, again, NO EXCUSES.

and WE AGREE!

Q. Can you name three things that you believe aided you in your school success?

A. 1) A positive attitude (most of the time)
2) Consistent with both attendance AND practice
3) Consulting with teachers and students whenever I had a hang-up or bad test, (after, of course, I had been kind, but honest and frank, with myself about my errors)

For April, Christina, and Kyle, their "someday" has arrived. They leave us with words to live by such as "focus," "good attendance," and "practice, practice, practice." We, at GSC, hear you and hope your success gives inspiration to all court reporting students who are getting ready to join the ranks with you.

The message GSC would like to share with You is this: Time is more precious than money. Every one of you has the capacity to get more money, but none of us can manufacture more time. So seek *meaning* in all you do, focus on your dreams, and begin to live them today, not someday. If you do this, then the future will be an unquestionable beautiful place.

**From GSC to April, Christina, Kyle,
and all future reporters: GLUK !!!!**

Now, Go make us proud.

**"The future belongs to those who
believe in the beauty of their dreams."
By Eleanor Roosevelt**

UPDATE: April, Christina and Kyle all three took the October 2012 CSR test and all three passed the first time. This is a testament to how hard they worked, the focus they kept in check, and the time they dedicated to reach their goal. Congratulations, GSC Graduates! We officially welcome you to one of the most elite careers in our nation.

We are proud, indeed, of all of you!





Unsquish Internet Explorer Tabs

Q. I'm using IE 9, though I don't really care for it that much. One thing that annoys me is when I open tabs for various Web sites, all the open tabs are squished together next to the Address bar. Is there some way I can make room for the tabs to expand?

A. Right-click in the area where your tabs normally open and place a check next to "Show tabs on a separate row." Once you do this, all your tabs will open in the expansive space available under the Address bar.

If IE 9 is wearing a bit thin on you, take a look at either Firefox (www.mozilla.com/firefox) or Google Chrome (www.google.com/chrome). Both are excellent browsers and worthy of consideration.

Q. I would like to download Microsoft Security Essentials to my system, but I already use Norton, provided free by Comcast. Will this be a problem?

A. Not for me and not for Comcast, but it could be a problem for your computer. I would not use both. If you're happy with Norton, stick with it. If at some point it no longer brings joy to your life, that would be a good time to make the change.

If you try to use both, there is a good chance each program will detect the various bits of embedded virus code in the other, so each program will think the other program is a virus. That can lead to false positive and false negative reports, which is not good. Very few anti-virus programs work well with other anti-virus programs so it's best to let one protection rule the roost.

Anti-spyware programs are better at socializing, so you can have multiple anti-spyware programs installed on the same system without any problem.

Q. Is there some way I can show more items on my Start menu than currently appear? It seems like the icons for each program are taking up most of the room. Can I make the icons smaller?

A. Yes, you can shrink Start menu icons in Vista and Windows 7. Right-click a blank area of your Taskbar and select Properties. Select the Start Menu tab from the window that appears and click the Customize button. Scroll down to the bottom and remove the check mark beside "Use Large Icons," then click OK > OK.

Q. I have been on Facebook for three years now and I'm a little embarrassed to ask this question, but how do I invite someone to become my friend?

A. Log into your Facebook account, then choose "Invite Friends" from the Friends menu at the top of the page. You will have to provide some information at that point, but just follow what appears on screen and you shouldn't have any problem.

Q. Using Windows Live Mail, how do I permanently make my font larger?

A. Click Tools > Options. (You may have to hold down the ALT key to display the Menu bar.) Go to the Compose tab and under Compose Font, click the Font Settings button next to Mail. Choose the desired font size, style and color. Click OK when you're done to save your selections.

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If you change your default to a larger font, but you can still barely see what you are typing, your reading font settings may be the culprit. Check the main Windows Live Mail screen under View > Text Size and adjust them accordingly.

Mr. Modem's DME (Don't Miss 'Em) Sites of the Month

Ask Philosophers

This site bridges the gap between intellectuals and knuckle-dragging, monosyllabic, mouth-breathers like myself. Profound, headache-inducing topics are discussed among visitors and a panel of esteemed philosophers. You are invited to submit your own philosophical query or browse the list of categories that includes everything from Art to Consciousness, to Truth, Justice and The American Way. The site's "Question of the Day" as I write this is, "What is nominalism?" I would have enjoyed participating in the discussion, but I was afraid my head was going to explode. Perhaps another time.

www.askphilosophers.org

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Specializes in creating delicious fruit designs filled with fresh strawberries, pineapple, grapes, oranges, cantaloupe and honeydew. All ingredients are natural, with no added preservatives or sweeteners. I first learned of Edible Arrangements when I received one as a gift. I have since given several and because the ingredients are all healthy, it really does make an excellent alternative to the more traditional candy or cookies — though I personally never met a chocolate-chipper that I didn't like.

www.ediblearrangements.com

For more information about Mr. Modem's technology-tips eBooks and award-winning weekly computer-help newsletter, featuring his personal answers to your questions by email, visit www.MrModem.com.

Cal-e-licious

By Darol Lloyd (Kristi Garcia's dad)

ZUCCHINI CASSEROLE

Ingredients

1 ½ lb. zucchini, diced	¼ tsp. pepper
1 sm. onion, chopped	1 & ½ c. Jack cheese, grated
2 Tbsp. butter.	1 c. cottage cheese
1 7oz. can diced green chilies	1 egg
3 Tbsp. flour	2 Tbsp. parsley, minced
½ tsp. salt.	½ c. Parmesan cheese, grated



Preheat oven to 350. Dice zucchini. Combine with onion and butter in skillet. Sauté until tender. Mix in drained chilies, flour, salt and pepper. Turn into shallow 2 quart baking dish. Sprinkle with cheese. Mix egg with cottage cheese and parsley. Spoon on top. Sprinkle with Parmesan cheese. Bake uncovered 30 minutes or until middle is hot. Serves 8.

Note: After casserole is hot, place under broiler briefly for a nice golden finish. I like the Mexican 4 Cheese blend from Costco. Use Ortega chilies mild or hot. You can also use more eggs if you like.

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By James Hurley

Legal challenge to put an end to court papers

Opus 2 founder Graham Smith wants his small software firm's products to revolutionise the way trials are managed.



**Graham Smith wants to shake up the legal system.
“Where you’ve got a huge volume of documents, loads of users
and a huge amount of money at stake, you need technology.”**

Saying you’re going to end the legal world’s reliance on paper sounds almost as audacious a claim as announcing you’re going to stop banks paying bonuses. Graham Smith, however, believes his small London-based business is set to revolutionise the way trials and other hearings are managed all over the world by doing exactly that.

If the former court reporter gets his way, the incongruous sight of barristers using iPads instead of physical documents as they cross-examine witnesses will become common place in trials from New York to Hong Kong.

Smith’s legal technology firm, Opus 2, has already passed a relatively stern test of its credentials, in the form of two warring Russian oligarchs.

His system saved an estimated five million sheets of

paper in last year’s mammoth High Court showdown between Boris Berezovsky and Roman Abramovich in London. Dubbed the world’s first “paperless trial”, the judge and legal teams all used Opus 2’s Magnum-Cloud technology instead of paper.

“It’s insane that the legal industry is still run in such an old-fashioned way — a barrister even on a modest case will need to be transferring about five lever arch files backwards and forwards,” he says.

Instead of a mountain of documents, Smith says his technology means every lawyer, client, judge or juror can access everything on a laptop or tablet device.

Inevitably, there are security concerns, with critics questioning whether clients will be comfortable with sensitive documents being held online, where they could be the target of hackers.

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(continued from Page 15)

Unsurprisingly, Smith insists the system's security is robust, but he acknowledges it will "take time" for everyone to feel comfortable with the idea of trials relying on documents that are hosted on the internet.

He's hoping that building the company's name by working on some of the world's most high-profile and complex trials will inspire confidence.

"Where you've got a huge volume of documents, loads of users and a huge amount of money at stake — it adds up to 'you need technology'. Then [law firms and judges] will say, 'why would I want to do any case without this?'"

Lord Grabiner, a veteran barrister, is already a convert: "I suspect that this is how all future major litigation will be conducted. It represents the most important development in trial work of my time at the Bar."

After leaving school at 16, Smith started his first business in his early 20s when his court reporting role made him suspect there was money to be made from the legal world's Luddite approach to technology.

He was right — the "evidence management" software he eventually created, called LiveNote, sold for £40m in 2006 after being adopted by a number of the world's largest legal firms.

In retrospect, he says LiveNote looks positively "clumsy". "It resided on each company's network. That was it. You couldn't really work from home or collaborate with the client, an expert on the other side of the world, or a QC."

The new "cloud based" system — which means it can be accessed from any device with an internet connection and security code anywhere in the world — provides interactive access to every court document, related case law and even synchronised audio recording of evidence.

When a note is made, it can be "hyperlinked" to all other relevant evidence and documents — and also instantly shared with other members of the legal team, Smith says.

"It's not for nerds, it's for lawyers and judges; it reflects what they do with a piece of paper — mark it up and put sticky notes in it. Instead of it being a nerdy tech database, we're starting from the perspective of, 'I have papers here, I can access them, mark them up and,

importantly, choose to share passages with colleagues'."

If Smith's technology does inspire a courtroom revolution, it will be one that almost didn't happen. He came out of two years of retirement following the sale of LiveNote to start Opus 2, which will turn over around £6m this year.

"When you've built a business the word retirement is strange. How can I retire when it wasn't really work in the first place? Starting a business is a bit like going down to Las Vegas — you're taking a punt, but there's also more of an art and a skill to do it. You're seeing how far you can take it. And there's only so much golf you can play."

The company is aiming to establish itself in the UK and US and then take the technology into other sectors and countries. Smith suspects public inquiries, with their scale and complexity, make them perfect targets for the business.

"The Leveson Inquiry [into press standards] would have benefited hugely. Every day you saw these masses of documents coming in. It's so clumsy and time-consuming as well as wasting reams of paper." He adds that Magnum-Cloud is about to be used in the reopening of a "major public inquiry".

Based on his LiveNote experience, Smith offers some counter-intuitive advice on succeeding in America — typically perceived as a tough market for British entrepreneurs.

"We don't hire sales people. LiveNote achieved dominance in America and we only had 20 people, and none of them were sales people."

Instead, he focused on building relationships with more established legal services companies who would then recommend the smaller business.

"Then you've got all these chief execs saying, 'when it comes to x, you should speak to those guys'. Instead of having used care salesman types ringing them, you find the customer is ringing you. Otherwise you need to build up a big infrastructure and you've become an oil tanker overnight before you've even got [many customers]. The only thing that matters is getting the client on the hook."



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Vocabulary Test No. 14

By Debby Steinman

Most of these words came from the Commentary section of the paper, novels and some came from court. If you have an interesting word or words you'd like to contribute, please send them to me at dsteinmancsr@cox.net.

1. **dearth - noun**
 - a. paucity
 - b. excess
 - c. surfeit
2. **assiduous - adj.**
 - a. intolerant
 - b. persistent
 - c. querulous
3. **capricious - adj.**
 - a. critical
 - b. competent
 - c. impulsive
4. **gauleiter - noun**
 - a. overbearing person
 - b. hoodlum
 - c. ancestor
5. **artifice - noun**
 - a. a sign of approval
 - b. an object from a prior period
 - c. a clever or artful skill
6. **cabal - noun**
 - a. clique
 - b. occupation
 - c. hiding place
7. **avuncular - adj.**
 - a. not supplied with blood vessels
 - b. suggestive of a kind uncle
 - c. desirous to the point of greed
8. **saturnine - adj.**
 - a. sullen
 - b. sociable
 - c. seductive
9. **rodomontade - noun**
 - a. an obstruction
 - b. a confidante
 - c. a bragging speech
10. **ignominious - adj.**
 - a. unrealistic
 - b. dishonorable
 - c. unintelligent

Vocabulary Test Answers:

1. **dearth (noun): A.** paucity
2. **assiduous (adj.): B.** persistent
3. **capricious (adj.): C.** impulsive
4. **gauleiter (noun): A.** overbearing person
5. **artifice (noun): C.** a clever or artful skill
6. **cabal (noun): A.** clique or group
7. **avuncular (adj.): B.** suggestive of a kind uncle
8. **saturnine (adj.): A.** sullen
9. **rodomontade (noun): C.** a bragging speech
10. **ignominious (adj.) B.** dishonorable

