

Timothy M. Murphy

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Writing Skills:

- Research - through years of practicing law, and writing, I have developed high-level research skills. You can be certain that everything I write will be researched extensively, fact-checked, true and accurate.
- Persuasion - this is the hallmark of a good lawyer, and often, a good writer. Having spent a large portion of my life in the courtroom persuading juries, I bring that same level of persuasion to my writing, in order to make your point to your readers.
- Punctuality - as a trial lawyer and a writer, I am well accustomed to working under tight deadlines. I can complete your project within (just about) any deadline.
- Style - just as every jury is different, every audience is different, and every client has their own voice. I can complete your writing project with a voice that speaks to your reader, and is also an authentic expression of you.

Highlights:

- extensive travel and living in Asia, Europe and Latin America
- speak Chinese and several other languages
- studies include history, Asian studies, Chinese literature, linguistics, law and business
- experience as a lawyer, writer, speaker and consultant
- success in management, coaching, organization, fund raising and conflict resolution

Experience:

- Freelance Writer, Chicago, Illinois. Publishing of original e-books and articles, writing and editing a variety of media, including business documents, advertising material, blogs, white papers, fiction and non-fiction books, as well as research and script production for documentary films. Delivery of educational and motivational lectures and speeches to groups of various sizes. Development of a variety of popular prepared presentations, as well as programs customized to meet clients' needs. Preparation and presenting of various training programs for executives and others working in a cross-cultural environment, as well as diversity training and language services. Specializing in researching and writing family histories.

- Law Offices of Timothy M Murphy, Chicago, Illinois. Founding partner and litigation partner in law firm offering full service legal representation in many substantive areas, including criminal defense, traffic and DUI, foreclosures and evictions, personal injury and wrongful death, business law, contract disputes, insurance claims, civil rights claims and bankruptcy.
- Tsunami Beverages International / Tsunami Trading, Portland, Oregon. General Counsel. Served as chief legal officer of company focusing on the import and manufacture of alcoholic beverages and research of industrial-purpose yeast strains.
- Eannace, Meade & Associates, Chicago, Illinois. Managing Attorney. Firm focused on vehicle defense and insurance litigation. Responsible for the management of ten attorneys and hundreds of active litigation files.
- Direct Container Line, Miami, Florida. Documentation Manager. Primary responsibility for completion of import and export documents in newly-opened branch office serving the Latin American and South American markets.
- Chinese Mutual Aid Association, Chicago, Illinois. Job Developer. Sourced jobs for recent Chinese and Vietnamese immigrants and refugees. Designed and delivered basic skills training program and citizenship program. Administered Community Development Block Grant Funds, and prepared funding proposals.

Education:

- Loyola University Chicago, Chicago, Illinois. Juris Doctor, 1998. Contributed articles to Blackacre, AmJur Award for Negotiable Instruments, took several classes in the Graduate School of Business.
- Indiana University, Bloomington, Indiana. East Asian Summer Language Institute, 1989. Summer immersion program in Chinese (Mandarin).
- Augustana College, Rock Island, Illinois. Bachelor of Arts, 1990. Majored in history, with an additional concentration in Asian studies. Recipient of Freistat Fellowship for Studies in World Peace. Participated in East Asia Study Abroad Program. Honors history thesis, "Differing Protestant and Jesuit Opinions Toward the Abolition of Chinese Civil Service Exams in 1905."

Languages:

- native speaker of English
- fluent Chinese (Mandarin), some Cantonese
- varying levels of skill in German, Spanish, French, and Polish.

Certifications:

- Bar admission, Supreme Court of the State of Illinois
- Bar admission, United States District Court for the Northern District of Illinois
- Illinois licensed real estate broker

Selected Presentations:

- “Sun Tzu and the Art of Litigation” - a popular presentation for law firms and legal departments, applying the lessons of ‘The Art of War’ to litigation and trial.
- “Maintaining Professionalism - and Sanity - When Working from Home” - a workshop for the small business, or budding entrepreneur, developed from a series addressing the various aspects of flying solo in today’s marketplace.
- “Surviving and Thriving During an Expatriate Assignment” - based on years working overseas and working with people who work overseas; designed to prepare participants for succeeding and enjoying a period of overseas secondment.
- “Guerrilla Debt Management” - prompted by the worldwide economic downturn, a fascinating, legal, and almost heretical strategy toward managing debt, credit and income in the face of modern economic hardships.
- “Winning Your DUI” - a presentation or as a self-help book, demonstrates for *pro se* litigants how to contest the charge, keep their licenses, and save their reputations.
- “The Livingstones, I Presume?” - for people who want to travel the world, and make a living, even with a family in tow.
- “Representing Yourself in Small Claims Court” - a presentation and self-help book, focusing on helping *pro se* litigants win simple debt, contract and tort cases, and collect their judgments, without hiring a lawyer.

On-line:

- <http://www.timothymurphy.com> is my website, providing a portal to my personal blog, as well articles of interest to those who may utilize my writing, lecturing and consulting services. Stay tuned for an on-line store, which will offer various e-books, including the written materials which accompany the most popular lectures and workshops.
- In addition, my short articles, blogs and other items of interest can sometimes be found at various places on the ‘net, including: Facebook, Twitter, Helium, HubPages and Ehow.

Rates:

Writing Services

Web Pages	\$50.00/page
Blog Post (up to 400 words)	\$50.00/each
Blog Post (over 400 words)	\$100.00/each
Content Writing	\$1.00/word
Interviews	TBD/project
Business Correspondence	TBD/project
Powerpoint Presentations	\$50.00/slide
Newsletters	\$100.00/issue
E-books	\$25.00/page
Full Length Fiction/Non-Fiction	\$75.00/page

Editing Services

Proofreading, Content Editing, Copy Editing	\$50.00/hour
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Research

Research and Abstract	\$100.00/hour
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Speaking

Lectures, Presentations, Group Training	\$350.00/hour
Training Materials	TBD/presentation

- Please contact me for a quote on any project not listed above.
- All projects require 50% of payment upon agreement, and balance on completion.
- 100% satisfaction guarantee - I do not charge for re-writes, and will re-write as many times as is necessary to make you 100% satisfied with the product.

Samples:

Following are some samples of a few of my short articles, which have been posted as free content on various websites, to give you the flavor of my writing. You can also take a look at my blog, "Cut of the Murphy," at <http://www.timothymurphy.com> for more information. Sorry, but I do not write original samples for prospective clients.

Do You Really Want a Home-Based Business?

by Timothy M Murphy

originally published October 17, 2007, Helium, Small & Home Business Channel

If you're like most worker bees in this modern-day hive, whether you work for someone else or you're self-employed, you've probably asked yourself that question. Sitting on that train, or shaking your fist in traffic, you've thought "Wouldn't it be great if my commute was from the shower to the sun room?" Take it from me, it can be. I run a law practice as well as a few other small businesses, and although a couple of those businesses have offices, 90% of my work is done at home. My wife is a stay-at-home mom to our five kids, and my house is like Grand Central. So if I can do it, you certainly can do it, too. But you need to ask yourself a few questions first:

Will Your Business Work From Home? This is the threshold question, and one to which you should give considerable thought. Do you offer a professional service, such as appraisal, writing, some types of law, consulting, and so forth? Working from home may be a great choice. If you purchase and resell heavy equipment, the home office just won't serve your needs. Do your clients expect you to have an office? If you're writing resumes and cover letters for job seekers, it's just fine to park your laptop and cell phone on the back porch and get to work. If you're being paid millions of dollars to consult with federal government suppliers on aircraft contracts, you'd best get yourself a recognized address. Do you want your customers in your home? If you're planning weddings, it may be a great personal touch to invite the bride into your home and start the planning. If you're a criminal defense attorney, you may not want the accused strong-arm robber with the mile-long rap sheet knowing where you put your head down at night.

Are You Organized? Working for yourself, generally, requires a much higher level of organization than most people think. When there is no management team, placing deadlines in your in-basket, or boss inspecting your work queue each day, things have a tendency to slide on by. This problem increases geometrically as you need to work, answer the kids' homework questions, deal with the cuts and bruises of the playground, pay attention to the needs of your spouse, lend the neighbor your lawn mower, make lunch, and so on, and so forth. If you are the sort of person who has a place for everything and everything in its place, remembers phone numbers and appointments with near-total recall, or if you are disciplined enough to get a great

calendar system and follow it religiously, you'll do just fine. If not, the relative quiet and solitude of an office away from home may be a better bet for you.

Can You Work Alone? By alone, I don't mean in the absence of other people. That will rarely happen in your home-based business, courtesy of the spouse, neighbors, kids and occasional door-to-door salesman. Rather, can you work and perform well without the ability to regularly turn to a co-worker to discuss the project? Can you produce, whatever it is you produce, without a lot of feedback from other people who do the same thing you do? Can you function in sporadic professional isolation? I run my law practice largely from home, and when I first started doing so, the thing I missed most was the ability to walk into the adjoining office, and ask another lawyer what he thought about the case I was handling. To thrive at home, you must be self-sufficient.

Location, Location, Location. While you may choose to work at home, there is a very strong chance that a lot of your clients will not. So, while you don't need that downtown office, can you easily access the downtown offices of your clients? In other words, home needs to be in reasonable proximity to the people you serve, or to the places you need to go. Again, my own example: I don't have an office right downtown by the courthouse, as a lot of Chicago lawyers do. But I can get there in 30 minutes from my home. If I was a hundred miles from a major city, I couldn't practice the way I do. It wouldn't fit my business. Make sure that your home location is also a reasonably convenient business location, before you make the decision.

Legal. As a lawyer, I must add this. Some jurisdictions limit, by zoning or other types of ordinances, what type of businesses can be run from your home. For instance, in Illinois, you may not run a real estate brokerage from your residential address (I know, I tried). Save yourself a lot of problems, and be certain it is lawful to run your business from home before you start.

Running a business from home can offer significant advantages, and add to your quality of life in ways most people can predict, and in some ways you may have never imagined. But it isn't for everybody, and it isn't for every business. Asking yourself some of the questions mentioned here may help give you a feel for whether you want to further explore the possibility of running your business from your home sweet home.

Things to Do in Puerto Vallarta When You're Dad

by Timothy M Murphy

originally published September 30, 2007, Helium, Travel Channel

A born traveler, I first started going to Puerto Vallarta some twenty years ago. The charming old city, non-stop nightlife, and proximity to the ocean and the mountains made Vallarta heaven for a young man gripped by wanderlust - my cup was filled to overflowing with diving, drinking, hiking, drinking, boating, drinking, dancing and...well, you get the point. Over the years, though, I've changed from the daring young adventurer I was (at least in my own mind) into a middle-aged father of five. Mortgages and bills have a firmer grip on me than wanderlust ever did, and my cup overflows with apple juice, more often than not. But I still keep going back to Puerto Vallarta, and if you're a traveler with kids, you should, too.

Located on Banderas Bay on Mexico's Pacific coast, Puerto Vallarta is minutes from the ocean, mountains and rain-forests, and these provide many opportunities for family friendly activities. Several outfits run snorkeling trips to Los Arcos, 4-wheel excursions into the mountains, canopy tours of Mismaloya, and chances to swim with the dolphins. By all means do these things - you can ask any concierge, or any of the army of touts you'll run into on the downtown streets. They are fun and kid-friendly. They can also be expensive. I suppose there are some people with children who have plenty of money to take their entire caravan on as many guided tours as the hearts of small people desire, but I'm not one of them. Neither are you. Kids are expensive even at home, and even more expensive when traveling. As parents, we must often go on a budget, or not go at all. So take a weekend away from the planned activities, and have some fun while you save some money. What follows, then, is my suggestion for things to do in Puerto Vallarta when you're Dad.

Saturday - The Malecon Running approximately from Hotel Rosita, Vallarta's oldest hotel, all the way to Los Arcos ("the arches," a rock formation in the bay) the Malecon, a beach-side boardwalk, offers a full day of diversion for small and big travelers alike. Stroll it at kid-speed. Walk on the beach, chase the gulls, dip your feet in the surf, and let the kids get their faces painted or their hair braided. Dive head first into the endless supply of souvenirs in the dozens of such shops, or buy your trinkets from the vendors on the boardwalk, who speak Spanish and just-enough-English-to-bargain. Pick up some spiced mango slices or cucumber slices, and let the sprats watch while a fresh coconut is scalped for their refreshment. Move on to the Rotunda del Mar, and grab yourself cup of coffee while your progeny climb all over the various sculptures of the Rotunda and reenact the coconut execution while they eat and drink. Free the children to run around and play with all the local kids around the courtyard near the church, and await the mariachis and folk dancers that will sprout all over the Malecon in the evening. After the music and fireworks, carry your smiling, sleepy children back home.

Sunday - El Pitillal Get the rug-rats up early for a short drive (or for more kid-safe adventure, bus ride) from that famous Vallarta landmark known as Wal-Mart, to the former suburb now neighborhood known as Pitillal. Pitillal is a small slice of Old Mexico right in the middle of

the tourist Mecca that is Vallarta. On any given day, your little ones will see wandering minstrels, vendors selling fruit from the backs of their trucks, women mixing up horchata (a sweet rice drink) and other yummy juices right before your eyes, and street marketers selling a little bit of everything. Bring your phrase book, though - when I say Pitillal isn't touristy I mean it, and most of the people you'll encounter will not speak English. Find the church, which can't be missed as it is by far the tallest building in the neighborhood. Attend a service if you are so inclined - the people are friendly and welcoming. Then make for the square just outside the church where all the action is. Walk right across the small street beside the church when you get hungry, and find a tiny restaurant among the clothing stores - the last time I was there, it didn't even have a sign. What it did have were "tacos de marlin", a local specialty, and "empanadas de camarones". Both cheap enough to stuff my whole troop full, and both the best I've eaten anywhere in Mexico.

While you're at it, on the way back to tourist-land, stop at the Wal-Mart for a few. Feed the kids some samples and "LaLa" (an orange drink) and let them wander through the parking lot and listen to all the terrible pop music from the overgrown car speakers. It will all be in Spanish, but close enough to home to help the little people recover from the small taste of culture you fed them in Pitillal. I know it's hard to believe, but in Vallarta, even United States' chain stores can be interesting. I hope you enjoy this weekend as much as my family did. That's things to do in Vallarta when you're Dad!

The Importance of Sole Proprietorship

by Timothy M Murphy

originally published December 19, 2009, E-how, Business Law Channel

Sole proprietorship is a business form recognized in almost every jurisdiction throughout the world. While many different corporate forms have their advantages and disadvantages, the sole proprietorship remains an important and vital way to do business. This is primarily due to the ease of access associated with this particular form of business.

Identity

By definition, a sole proprietorship shares the legal identity of the proprietor. This allows the owner to build brand identity and name recognition at the same time.

Simplicity

Because the proprietor is the business, the paperwork associated with opening and operating the business is minimal. If the sole proprietor is doing business in his own name, there may be no paperwork at all required to open the business. Similarly, the sole proprietor files no corporate tax return or other corporate tax filings.

Low Cost

Because there is no paperwork and very few, if any, filings, the cost is extremely low. Therefore, people trying to start their business with very little money still have access to forming a business and getting the doors open. Thousands of dollars may be saved in legal fees alone.

Flexibility

Many small business owners provide a variety of sometimes unrelated services to make ends meet. All of these can be accounted for under the auspices of one sole proprietorship. The business owner need not create a new corporate entity for every service or type of product she offers.

Warnings

While useful, the sole proprietorship offers none of the protection afforded by other corporate forms. If the business is sued, the personal assets of the sole proprietor are at risk. Also, raising money can be difficult or impossible without a corporate form in place to issue shares or units to the investor.