NACM Credit Learning Center

Session 1: Bankruptcy – Setting the Stage

Presented by
Robert S. Bernstein, Esq.
Bernstein Law Firm, P.C.
rberstein@bernsteinlaw.com

FEDERAL STATUTE
v.
STATE LAWS

Chapters
- Chapter 1
- Chapter 3
- Chapter 5
- Chapter 7
- Chapter 9

Chapters
- Chapters 12 & 13
- Chapter 15

Chapters
- Chapter 11

The "Players" and What They Want
Debtor

- Debtor
  - Stay
  - Discharge

Secured and Unsecured Creditors

- Secured Creditors
  - Property
  - Adequate Protection
- Unsecured Creditors
  - Fairness
  - Possible Recovery

Special Unsecured Creditor Issues

- Post Petition Credit
- Critical Vendor Protection
- Proof of Claim (when to file)

The Judge

- Speed
- Fairness

Trustee

- Trustee (case)
  - No Trouble
  - Assets
- US Trustee

Starting a Case

- Voluntary
- Involuntary
- Automatic Stay
Exemptions

- Federal v. State
- How they work
- Objecting to Exemptions

Avoidance Actions

- Preferences
- Trustee ‘Strong-arm’ Powers

Avoidance Actions

- §549 Transfers
- Fraudulent Transfers

EXECUTORY CONTRACTS
Robert S. Bernstein, Esq.

- Certified by the American Board of Certification in creditors' rights and business bankruptcy.
- Active member of the NACM and PACM.
- Member of the Association for Conflict Resolution as a trained mediator.
- Past president and treasurer of the Commercial Law League of America.
- Past chairman of the Allegheny County Bar Association Bankruptcy and Commercial Law Section, the Technology Utilization Committee, and a member of the Finance Committee.
- Writes and lectures for local and national groups on matters of collection, bankruptcy, business law, and professional ethics.

Get P.A.I.D.™ A Guide to Getting Paid Faster
(And What to do if You Don’t!)

- In this seminal book, he provides a solution, The Get P.A.I.D.™ System, that can transform a business by increasing profit, enhancing the relationship with the customer and reducing overall marketing costs. Get P.A.I.D.™: A Guide to Getting Paid Faster advances a radical new philosophy, suggesting that credit policy is not just about collections. It is a business strategy to enhance customer relationships and add value to a company.
- The strategy discourages businesses from providing easy credit to their customers based upon the commonly held belief that easy credit will lead to stronger customer relationships. It usually leads to added cost and friction. The book outlines Bernstein’s 4-Step Program to prompt payment and provides a “Collections Toolbox” to help businesses better manage their credit policies.

www.getpaidsystem.com

Bernstein Law Firm, P.C. is a law firm located in Pittsburgh, Pennsylvania with many satellite offices located throughout the state. The firm concentrates in Creditors’ Rights, Bankruptcy and Restructuring, and Business Law. In addition to its more than forty years of experience in these areas, the firm’s capabilities include Banking, Administrative, Real Estate, Civil and Appellate Law.

Bernstein Law Firm has more board-certified Creditors’ Rights specialists in Pennsylvania than any other law firm.

Bernstein Law Firm
Suite 2200 Gulf Tower
707 Grant St.
Pittsburgh, PA 15219
412.456.8100
www.BernsteinLaw.com

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Thank you.
Look for Session 2:
Navigating the Chapters