

Stephen J. Slocum, Esq.

The Sterling Law Group, A P.C.
300 Harding Blvd., Suite 205
Roseville, CA 95678

Office: (916) 790-0852
Fax: (916) 760-2701
Email: Stephen@SterlingCounsel.com

ESTATE and BUSINESS LITIGATION and PLANNING ATTORNEY

Executive level professional with broad range experience in law and business:

PROFESSIONAL EXPERIENCE

Estate and Business Attorney and Counselor at The Law Sterling Law Group

(www.SterlingCounsel.com) Roseville, CA

Purpose and Scope: The Sterling Law Group was formed to protect clients' estates, business and personal interests in all aspects of their lives.

Specific Areas of Representation:

- *Estate and Trust Litigation, Administration, and Probate --
- *Business Strategic and Succession Planning and Contract ---
- *Negotiation and Implementation
- *Dispute Mediation and Resolution

Legal Experience:

Estate and Probate: Litigated Complex Trusts matters in Superior Courts in several California Counties, including Sacramento, Yolo, Placer, and Orange. Provided legal counseling to Trustees on over \$100,000,000 of assets.

Civil: Admitted to the Central and Eastern U. S. District court in California, where I defended Trade Infringement under 15 U.S.C. § 1114/ Lanham Act, and California Business and Professions Code § 17200, among others. Negotiated multiple business conflicts and contract issues, experience in business organization, government contracting, FINRA complaints and Trusts

Criminal: California Superior Court, Riverside County, defended provided Criminal Defense for Clients in a range of legal conflicts.

Business Experience:

I offer legal and business advice and representation to businesses in the areas of: business organization and formation, contract, shareholder/director disputes, and more.

Business Qualification

Strong Sales Organization methodology
Excellent Team Builder
Experienced Market Analyst
Out-of-the Box Situational Thinking
Lobbyist

Strategic Partnership Formation
Diverse Engineering Background
P & L and Budget Administration
Superb Organization Capabilities
Outstanding negotiation skills

History

President and CEO Convergence Services Inc. (CSI)

Purpose and Scope: Delivered energy, insight, acumen and leadership that defined and achieved **growth** and **P&L** objectives for a provider of *telecommunications* solutions to *Nortel* distributors across **14 states**. Formulated **business plans, budgets, operational policies, infrastructure and systems** governing 7 physical and virtual offices. Brokered agreement terms with dealers and major clients. Recruited and directed **25 managers**, engineers and technicians. Allocated assets, secured financing; mitigated risks, and rendered **unparalleled quality service; achieved \$1.8 million in mostly high margin services. Lead our network partners to secure \$1 billion in network and equipment sales.**

Organizational Impact | Contributions:

- **Launched a start-up venture** and shepherded growth to **2 brick and mortar and 5 virtual offices**, which **generated millions in yearly sales**; executed contracts with Qwest, Sprint, and Toshiba.
- **Expanded income opportunities**; identified prospects; brokered partner agreements with *Toshiba* telephone systems, **Nortel Networks, and service providers like Qwest, Sprint, AT&T** and others.

Awarded the top security clearances for work on communications projects utilized by federal agencies; **US Marshalls, FBI, CIA, NSA and others.**

Nortel Networks: Director of Government Sales and Engineering for the 11-Western States, for a Fortune 100 company.

Developed, implemented and managed the Sales and Engineering of telecommunications equipment to governments in the Western U.S. Increased GSE division annual sales revenue to \$20 million and 28% net earnings. During this time, I was also the registered lobbyist to the state of California for Nortel.

Nortel Networks: Director of Network Integration, Nortel Communication Systems, Inc.,

Created P&L responsible for the development, implementation, and management for Major Account/Network Integration projects. **Increased sales from \$0 to \$25 million at an 18% net corporate contribution.** Developed major strategic partnerships which included the Los Angeles County Metropolitan Transportation Authority, Southern California Regional Rail Authority, TRW, Eaton Corporation, Parsons Engineering, Bechtel Inc., Thomson-CSF, and others.

Significant Accomplishments:

- Founded and developed the Network Technologies department of Nortel
- Established Special Distributor agreements with key vendors i.e. Telco Systems and Cabletron
- Created and developed the strategic partnership for Western area Fortune 500 companies such as TRW, Bechtel, and Thomson-CSF
- Negotiated multi-million dollar contracts, subcontracts, and mediated labor disputes
- Forged the Quality Standard for Nortel

LEARNING CREDENTIALS

JURIST DOCTOR

Faulkner University–Thomas Goode Jones School of Law

CLASS OF 2012

Montgomery, AL

BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION: Industrial Marketing

San Diego State University

1980

San Diego, CA

AWARDS

Among others:

Nortel Networks: Every sales award that was ever offered, plus, the only person in the company's 100-year history to be named salesman of the year twice.

Nortel Networks: Masters Award for Executive of the Year.

PUBLICATIONS

The Secrets of an Entrepreneur-Create Space.

ISBN: 9781492295532

MILITARY SERVICE

United States Navy, Honorable Discharge 1976