

Paul E. Stansen,
Attorney
Real Estate Broker

PASSION

Providing comprehensive legal & real estate services drawing on my expertise as a 24+ year licensed Attorney & Real Estate Broker./ Realtor

EDUCATION

University of Denver, attended courses for Masters in Tax Law (1983)
Pepperdine University School of Law, Malibu, California, J.D. (1983)
Fort Lewis College, Durango, CO, B.A. Political Science (cum laude, 1980)

PROFESSIONAL LICENSURE

Licensed Attorney - Colorado, 1984
Licensed Attorney - California, 1993
Real Estate Broker - California Department of Real Estate, 1986

POSITIONS HELD

1990-Current, CEO, Attorney & Real Estate Broker / Realtor

• **Paul E. Stansen, A Professional Law Corporation**

Provide real estate consulting & litigation services in L.A.-Ventura Counties.
Expertise in Real Estate + Broker-Realtor ®. + Foreclosure Specialist.

2000-Current, CEO & Attorney

• **paperlessUSA, Inc. - 866.512.1715 - www.paperlessUSA.com**

Provide unique digital document management services that integrates every type of data into an easy-to-use HTML format with free software.

1984-1990, Vice President

• **Westoaks Realty, Inc.**

Co-managed 100-agent, residential & commercial, brokerage, asset + property managed more than 300,000 square feet of commercial property, developed properties, and sold / leased real estate.

PARTIAL CLIENT LIST

- Judge Lance Ito, Los Angeles County Superior Court
- Los Angeles County District Attorney's Office (Major Fraud & Narcotics)
- Federal Drug Enforcement Agency
- Southern California Edison
- PAR Electrical Contractors, Inc.
- Hatch & Parent, A Law Corporation
- Debt Termination Services, Inc.
- Troop Real Estate, Inc.

REFERENCES

- Janice Atkins, President, JCR Services, LLC
- Jeffrey Alkazian, Vice President, Penn Litho
- Laura Lee Anthony, General Manager, Troop Real Estate
- Richard Marks, Attorney, a Law Corporation
- Pierre Rouger, Client - www.pierreroouger.com
- Rick Birnbaum, CPA
- Donald Kaeser, Vice President, PAR Electrical Contractors

WEBSITES & COMPUTER SKILLS

www.paperlessUSA.com • www.STANSEN.com

Highly proficient in every aspect of digitizing data, HTML programming, & more than 25 software applications.

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Real Estate Broker**

PAUL E. STANSEN, A PROFESSIONAL LAW CORPORATION

I am focused on real estate and business related matters with a concentration in:

- 1/ transactional support — contract drafting & negotiations relating to residential & commercial property sales and leasing,
- 2/ analysis of broker performance,
- 3/ analyzing & resolving easement / neighbor disputes,
- 4/ creation & maintenance of various business entities,
- 5/ forensic accounting, auditing, economic & statistical studies,
- 6/ assessing relative strengths & weaknesses of legal positions,
- 7/ case file preparation, litigation management & settlement negotiations,
- 8/ dispute resolution & litigation,
- 9/ **PREFORECLOSURE SPECIALIST ...**

- * assist borrowers approaching or actually in preforeclosure,
- * comprehensively & precisely analyze borrowers' distressed financial position,
- * negotiate lender workouts aimed at minimizing negative consequences.

I promote informed decision-making for clients approaching and in preforeclosure. I additionally assist other professionals (real estate brokers & attorneys & CPAs) shape files for lender negotiations. The findings I make and strategies I recommend enable all participants to decide how best to improve their situation and maximize their roles in the orderly disposition of distressed real property. I negotiate with lenders and interface with all third parties to bring about goals.

SPECIFIC REAL ESTATE EXPERTISE • EXPERIENCE

Prior to 1990, I co-managed an independently owned 100+ agent (commercial and residential) real estate firm in Ventura County. I co-organized and managed a number of limited partnerships, co-designed, built and/or improved numerous commercial / industrial buildings, asset and property managed more than 300,000 square feet of non residential properties, and managed accounting activities for the real estate firm and various business entities (numerous limited partnerships and other business entities).

In managing residential and commercial sales agents, my role has been that of a 'problem solver'. I respond to issues that arise during the course of real estate transactions and consult with the agents, their clients, and (periodically) opposing representatives in an effort to get the respective parties in a proactive and positive performance mode. I respond to such issues as contract construction & performance, broker performance and responsibility, marketability of title, liens, finance, property management, asset management, and investment feasibility analysis.

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I created in 2000, own and operate paperlessUSA, Inc. (PUSA). PUSA provides industry leading document management services to a multiplicity of businesses, law firms, and governmental agencies that enhance records retention and retrieval programs. Applications are simple to use & there's no software cost. PUSA is all about 'application' & risk management.

PUSA transforms hardcopy information of every kind (paper, audio, photographs & video) into fully integrated electronic data that is displayed in easy-to-use, point-and-click, Internet browser (HTML) format with free software. PUSA puts key encrypted data at clients' fingertips that is accessible 24/7 from anywhere.

Clients include American States Water Company, the Los Angeles County District Attorney's Office (Major FRAUD and NARCOTICS divisions), the Federal Drug Enforcement Administration, the Los Angeles County Superior Criminal Court, Judge Lance Ito, Southern California Edison, Tidwell Excavating, Inc., Edison Utility Services, Clarendon-Midland Claims Administration, Investors Underwriting Managers, and numerous other law firms and business professionals.

INTERESTS AND ACTIVITIES

Motorcycling + auto racing, golf, tennis, and equine activities.