

**Paul E. Stansen,
Attorney - CA + CO
Real Estate Broker**

PROFESSIONAL COMMITMENTS

Providing comprehensive legal & real estate services drawing on my expertise as a 30+ year licensed Attorney & Real Estate Broker / Realtor ® in order to help clients make informed legal / tax / real estate / practical decisions.

EDUCATION

University of Denver, attended courses for Masters in Tax Law (1983)
Pepperdine University School of Law, Malibu, California, J.D. (1980-83)
Fort Lewis College, Durango, CO, B.A. Political Science (cum laude, 1976-80)

PROFESSIONAL LICENSURE

Licensed **Attorney** - Colorado, **1984 - 13821**
Licensed **Attorney** - California, **1993 - 165037**
Real Estate **Broker** - California Department of Real Estate, **1986 - 00923138**

POSITIONS HELD

1984-Current, Attorney & Real Estate Broker / Realtor

- **Paul E. Stansen, A Professional Law Corporation**
- **RealEstateExpertConnect.com**

Provide real estate consulting + legal services through-out California + in Colorado. Expertise in Real Estate as Pre-Foreclosure Specialist + Realtor ®.

2000-Current, CEO & Attorney

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

Provide unique digital document management services that integrates every type of data into an easy-to-use HTML format with free software. Subsidiary Company wholly owned is TireRecallRegistry.com

1984-1990, Vice President + Asset Manager

- **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

- Sotheby's International Realty + Troop Real Estate, Inc. + Re/MAX
- Aviara Realty + C21 + Rodeo Realty + Prudential + Village Properties
- 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.
- PAR Electrical Contractors, Inc.
- Hatch & Parent, A Law Corporation
- Debt Termination Services, Inc.

REFERENCES

- Laura Lee Anthony, President/Broker of Record, Troop Real Estate
- Greg Tice, Executive Manager—Sotheby's International Realty
- Jeffrey Alkazian, Alkazian & Assoc.
- Richard Marks, Attorney, a Law Corporation
- Rick Birnbaum, CPA
- Karrie Palace, All Valley Escrow—Camarillo
- Denise Fast, Realtor ®, #2 Sales Agent for Re/Max California
- Bill Reed, Realtor ®, Sotheby's International Realty—Santa Barbara
- Trisha Kenney, Chicago Title & Escrow—Santa Barbara

WEBSITES & COMPUTER SKILLS

paperlessUSA.com • STANSEN.com • RealEstateEXPERTConnect.com

Highly proficient in digitizing data, HTML programming, & operating many leading industry software applications.

26500 Agoura Road #545
Calabasas, California 91302

3905 State Street Suite 7-270
Santa Barbara, California 93105

Phone: **888.529.6632**

Fax: **818.332.4238**

E-mail: **PAUL@Stansen.com**

Paul E. Stansen,
Attorney - CA + CO
Real Estate Broker

PAUL E. STANSEN, A PROFESSIONAL LAW CORPORATION
REALESTATEEXPERTCONNECT.COM - 1990-CURRENT

I focus 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—traditional + distress real estate sales,
 - 2/ analysis of broker performance (broker custom & practice),
 - 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 ... SHORT SALES + LOAN MODIFICATIONS**
- * assist borrowers approaching or actually in preforeclosure,
 - * comprehensively + precisely analyzing borrowers' distressed financial position,
 - * negotiate lender workouts aimed at mitigating 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 mutual 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 was that of a 'problem solver'. I responded then & now to issues arising during the course of real estate transactions, consulting with agents, their clients, and (periodically) opposing representatives in an effort to foster respective parties into a proactive and positive performance mode. I address issues such 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

Golf, motor sports of all kinds and equine activities.

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