



**Conference Session:**  
**THE TAO OF BANKRUPTCY**  
**with**  
**Matt Hahne**

**Thursday, April 16, 2015**  
**11:45 AM to 12:45 PM**

# 4/16: The Tao of Bankruptcy

## THE TAO OF BANKRUPTCY with Matt Hahne

**Date:** Thursday, April 16, 2015

**Time:** 11:45 AM to 12:45 PM

### SESSION DESCRIPTION:

Consumer bankruptcy is, all too often, regarded as an unrewarding practice area and many lawyers sidestep it altogether. Others may file Chapter 7's but steer away from Chapter 13's because of the time involved. Matthew Hahne, an attorney with Boleman Law Firm\*, is out to change your mind. "With the right attitude and the right systems, consumer bankruptcy can be rewarding personally and financially," he says.

Matthew's enthusiasm will help build a positive attitude ("We're here to help people."). His systems checklists will point you in the right direction. And his 360-degree view of how bankruptcy works for him – and could work for you – just might be the start of your new practice area.

Boleman Law Firm, P.C., the largest consumer bankruptcy law firm in Virginia, files more Chapter 13 cases with a higher discharge rate than any other law firm in the Commonwealth. [www.BolemanLaw.com](http://www.BolemanLaw.com)

### ABOUT THE SPEAKER:



**Matthew Hahne** is the Partner in Charge of the Virginia Beach office of Boleman Law Firm. He has been practicing bankruptcy law since he joined Boleman in 2008. Prior to that, Matthew was a prosecutor for the City of Norfolk, Virginia. Matthew specializes in Chapter 13 and Chapter 7 consumer bankruptcy. He is a frequent speaker at professional development seminars, community outreach events and at non-profits on bankruptcy issues. He received his BSc. in Communications & Business, James Madison University and his JD at the Dickinson School of Law, Penn State University. Matt is a member of the National Association of Chapter 13 Trustees, Virginia State Bar (Bankruptcy Section), Tidewater Bankruptcy Bar Association and the Norfolk/Portsmouth Bar Association. He lives in Norfolk, VA with his wife, who is a teacher, his three young boys and their dog, Tide. Matt is an avid golfer and Washington Redskins fan.

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# THE TAO OF BANKRUPTCY

2015 Annual GLSA Conference

**Presented by:**  
**Boleman Law Firm, P. C.**  
**Matthew Hahne, Esq.**

2015 Annual GLSA Conference  
Philadelphia, PA  
April 16-18, 2015

**Richmond . Hampton . Virginia Beach**  
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# THE HISTORY OF BANKRUPTCY



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# BANKRUPTCY IN THE BIBLE

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The concept of bankruptcy dates back  
to the Old Testament in the Bible:

Deuteronomy 15:1-2

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# ORIGIN OF THE WORD “BANKRUPT”

“banca rotta”

Italian for “broken bench”

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# ESTABLISHMENT OF BANKRUPTCY LAWS

- ❑ Bankruptcy Act of 1933 and 1934
- ❑ Bankruptcy Act of 1978
- ❑ BAPCA



# CREATION OF CHAPTER 13

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- ❑ Voluntary alternative to strict liquidation bankruptcy of Chapter 7
- ❑ Wage earner plans

# OVERVIEW OF CHAPTER 13

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- ❑ Need steady monthly income
- ❑ Consolidate debt into monthly payment
- ❑ Pay back debt over 3-5 years
- ❑ Keep all your property
- ❑ Catch up on mortgage arrears

# HOW BANKRUPTCY HELPS PEOPLE

## Success Stories in Bankruptcy

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# KEY THINGS BANKRUPTCY CAN STOP

- ✓ Collections
- ✓ Repossessions
- ✓ Garnishments
- ✓ Tax Levies
- ✓ Foreclosure

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# CHAPTER 13 CONSOLIDATION OF ALL DEBT

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# BANKRUPTCY STOPS FORECLOSURE



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# WHAT CAN A BANKRUPTCY CAN DO?

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- ❑ Reduce interest rate on a secured debt
- ❑ Pay back portion of unsecured debt
- ❑ Strip the lien on the second mortgage

# HOW TO RUN A SUCCESSFUL CHAPTER 13 PRACTICE

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- High quality cases
- Strong employees
- Definitive procedures
- Organization
- Exceptional customer service

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