

Real Estate Practices Section

SPEAKER BIOGRAPHIES

by order of presentation

Eric S. Bland

Bland Richter, LLP

Charleston, SC

Eric Bland graduated from University of Tampa as an Honor's graduate summa cum laude and was ranked number two in his graduating class in 1985. He graduated from the University of South Carolina School of Law in 1988 where he was a regular Dean's List member each semester and graduated as an Order of the Coif member for those that graduated in the top ten (10%) percent of the graduating class. Eric was selected for inclusion in the South Carolina Super Lawyers in the 2015, 2016 and 2017 list for excellence and recognition as a Super Lawyer in Professional Liability. He was one of two in the entire State of South Carolina with this honor. Additionally, Eric successfully completed national testing in Legal Malpractice and received board certification as a diplomat in the field of Legal Malpractice by the American Board of Professional Liability Attorneys and recorded a score in the top 2% of all attorneys who have ever taken the test in 2013.

Eric is licensed to practice law in South Carolina, Florida and Pennsylvania and is a member of the South Carolina, Florida and Pennsylvania bar associations. Eric and his law partner Ronnie Richter have achieved verdicts and/or settlements in excess of \$105,000,000.00 on behalf of their clients since 1998.

Ronald "Ronnie" L. Richter, Jr.

Bland Richter, LLP

Charleston, SC

Ronnie successfully completed national testing in Legal Malpractice and received certification as a diplomat in the field of Legal Malpractice by the American Board of Professional Liability Attorneys and recorded the highest score to date of all attorneys. In addition, Mr. Richter was selected for inclusion in the Super Lawyers 2015 list for excellence and recognition as a Super Lawyer in Professional Liability. He was one of two in the entire State of South Carolina with this honor.

A native of Charleston, South Carolina, Ronnie graduated from the College of Charleston in 1990, where he was a regular member of the Dean's and President's Lists for academic achievement and was featured in such publications as "The National Dean's List Directory" and "Who's Who Among American College Students". Ronnie continued his outstanding work in

academics at the University of South Carolina School of Law where he was also a regular member of the Dean's List and graduated in the top 20% of his class in 1993.

Wilson W. McDonald
Investors Title Insurance Company
Columbia, SC

Wilson W. McDonald currently serves as Southeast underwriting counsel for Investors Title Insurance Company having previously served with Investors Title as vice president - marketing and underwriting for South Carolina from February 2001 to June 2004. Before returning to Investors Title, Wilson served in a variety of roles during his more than 25-year career including, most recently, as member of Robinson Gray Stepp and Laffitte, LLC, and, prior to that role, as executive vice president - general counsel and chief compliance officer for Lime Financial Services, Ltd.

Wilson has been recognized as a "Best Lawyers® - Real Estate Law" for 2019. The recognition is determined by a sophisticated peer review process, and this instance constitutes Wilson's seventh year on the list. Wilson also has an AV - Preeminent Rating with Martindale-Hubbell®, which is a rating that recognizes attorneys for their strong legal ability and high ethical standards and is achieved by only about ten percent of attorneys.

Wilson is a member of and has participated in several committees for the South Carolina Bar (all state courts) and the United States District Court of South Carolina. Wilson earned his Juris Doctor degree from the USC School of Law in Columbia, South Carolina, after earning a Bachelor of Science degree in business administration (double major in management science and marketing).

Dan Riebling
Riebling Insurance Agency, LLC
Garden City, NY

Dan Riebling is the President of Riebling Insurance Agency, LLC. In addition to overseeing the company, Dan's primary function is working with FNTG agents to ensure that every customer is insured properly at the lowest possible premium. Dan is one of the most knowledgeable brokers in regard to the insurance needs of the title insurance industry.

Scott Y. Barnes
Haynsworth Sinkler Boyd, PA
Charleston, SC

Scott Y. Barnes is Of Counsel to the law firm of Haynsworth Sinkler Boyd, PA in its Charleston, South Carolina office. His practice revolved around federal and state tax issues as they relate primarily to real estate transactions, partnership taxation, limited liability companies,

conservation easements and corporate formation and operations. He is an adjunct professor at the Charleston School of Law where he teaches a class on Limited Liability Companies and was formerly an adjunct professor at the University of South Carolina School of Law. He has been listed for the last 25 years in The Best Lawyers in America by Woodward White, Inc. in the Corporate, Business Organizations (including LLC and Partnerships) and Tax sections and was named Charleston Lawyer of the Year for 2011 in Corporate Law and 2012 for Tax Law. He is currently and has been listed as a South Carolina Super Lawyer for tax since 2008.

Dr. Cindy McGovern

*Orange Leaf Consulting
San Francisco, CA*

Known far and wide as “Dr. Cindy,” the First Lady of Sales, she’s earned her fame by building (and rebuilding) entire sales programs from the bottom up. Dr. Cindy has helped companies from small to huge create dramatic and sustainable revenue growth. Dr. Cindy is an expert in the areas of sales, marketing, leadership and change management. She can quickly figure out what an organization needs to be more successful, and her current knowledge of many industries helps leaders implement new behaviors needed to succeed.

One reason for her success is that she serves as both teacher and coach, working together with CEO’s and other leaders to co-create their future. She doesn’t tell her clients what to do—she listens, learns about their successes and challenges, and then helps them create strategies designed to be effective long after her visit has ended. Dr. Cindy knows that the key to real and lasting change is everyone knowing their roles. She spends most of her time working side by side with her clients, getting everyone to think about change in the right way, acting their part and achieving results. As she puts it: “You’re all in the same boat, so you might as well row together!”

Dr. Cindy has her master’s in communication and her doctorate in Organizational Communication with an Emphasis on Organizational Leadership and Ethics. But she also has real world experience, spending the early portion of her career as a marketing director in the commercial real estate field. But more than anything, she wanted to teach others. She started by teaching at the collegiate level, leading courses in Public Speaking, Interpersonal Communication, Persuasion, Pre-Law Evidence, and Argumentation. Her classroom experience provided the framework for her career in consulting. Why the name “Orange Leaf Consulting?” Dr. Cindy knows the one thing all organizations have in common is change. And she realized that one change everyone loves is the color of leaves in the fall. She created Orange Leaf Consulting to reflect these positive feelings toward change, to convey to her clients that change always presents opportunities, especially to create a competitive advantage---and she has instructed countless clients in just how to make that happen! Dr. Cindy is a popular speaker on the conference circuit, presenting on such topics as Sales, Management, Leadership, Sales Management, Interpersonal Communication, Organizational Change, Conflict Resolution and Collective Bargaining.

Sally A. Gardocki

Law Offices of Sally A. Gardocki, LLC
Hilton Head Island

Course Planner

Sally Gardocki is a sole practitioner on Hilton Head Island, South Carolina. She received her Bachelor of Arts in English from Clemson University in 1987 and her Juris Doctorate from St. Louis University School of Law in 1990. She been licensed to practice law in South Carolina since 1990 and is a member of the Beaufort County Bar Association. She is also a member of the South Carolina Bar Association in the Real Estate section. She is a proud member of the Arts and Humanities Board at Clemson University, serves on the Low Country Board of BB&T, and is a member of the Hilton Head Island Realtors Association and the Hilton Head Island Chamber of Commerce. She is pleased to serve as an authorized agent for Fidelity Title Insurance Company.

Although Sally has been licensed for over twenty years, beginning her practice as a litigator with Haynsworth, Marion, McKay and Guerard in Greenville, SC, she has also been a published author, written for several newspapers and contributed to ESPN magazine. During her husband's sixteen-year NFL career, Sally had radio shows and worked for Fox News as a sports reporter. Sally is married to Chris, and they have a fifteen-year-old son, Cole.