

Coastal Bend Daily Legal & Business News

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June 17, 2014

The 7 Most Common Negotiating Mistakes

1. While even the word “negotiation” can evoke fear, stress and anxiety for many, the intent is quite simple: to discuss and ultimately agree on a deal. Whether it’s a multimillion dollar contract or just deciding where to meet for lunch, life is rife with negotiations. And, the negotiation process is a lot like a chess game where strategy reigns supreme—one thoughtfully considered move at a time. Make a careless, short-sighted, ill-conceived move and suffer the perilous consequences. “Even when faced with the most daunting of deals, regarding the act of negotiation as a ‘game’ may alleviate the apprehension and give you the confidence to make power plays that will ultimately facilitate your desired result,” notes veteran negotiation and contracts expert Eldonna Lewis-Fernandez, author of “Think Like a Negotiator” (www.ThinkLikeANegotiator.com). “Unlike strategy games like chess, however, the most effective deals are a win-win proposition for all parties rather than a winner-loser result.” To help individuals maximize their bargaining prowess in business and in life, below Eldonna cites the 7 most common mistakes that are made during a negotiation:

2. **Lacking confidence**

Many people think they need to show a certain kind of confidence, like being loud, bold or brazen, to successfully negotiate a deal. Others think that a lot of experience is required to be a good negotiator. Most of the time it merely takes tenacity and good old preparation to ensure you are aptly equipped to assert mutually desirable terms, anticipate objections, and discern what are motivators or “hot buttons” will resonate with your opponent. Projecting confidence also means having heart, which is endearing to others whether or not you have years of negotiation experience. This can also result in the opposition having a less defensive stance, making them more amenable to your stipulations. Without projecting a notable level of confidence, and backing that up with solid, well-researched information, failure will surely prevail.

 1. **Thinking something is non-negotiable**

When you think like a negotiator, everything is negotiable! It’s a mindset you have to operate from in order to become not just a good negotiator, but a great one. When you decide that the terms for anything can be changed in your favor, a world of opportunity presents. Of course, as with most things in life, there will be rules to adhere to with each deal on the table, which are needed to evade chaos and keep discussions on track. However, even rules are negotiable! They can be modified if you simply propose an ethical, viable and mutually beneficial alternative solution. Powerful negotiators are rule breakers!

Continued from page 1

Not building relationships first

This is probably one of the biggest mistakes individuals make in regards to negotiation and in business in general. Perhaps you have attended the standard “networking” event where you give dozens of cards out without having a real conversation with anyone. It’s time to slow down and start making real connections with people—particularly those you might be involved in a deal with later on. Find out something about them and their lives. Get personal. Much useful information can be gleaned during casual conversation, including what they value in life, what motivates them, what annoys them, their ethics, etc. Find out something about them, personally, and not just their business. You might be surprised how well you can leverage what you learn through a genuine conversation with someone.

1. Not asking for what you want

There is one key truth in negotiations: you must ask for what you want. Sounds simple enough, but in practice it can often be daunting. People naturally fear rejection or were taught not to be “greedy” as children, so we instinctually refrain from asking for things in life. However, in business, rejection is never personal—it’s merely a reflection that you did not present a viable argument substantiating why you should get what you want. It’s the offer that is being rejected, not you, so keep emotions in check and re-calibrate your approach. “No” often just reflects a need for more information, and take heart in knowing that people say no an average of 3 times before they say “yes.” It is important to understand that if you don’t ask you don’t get and the only way to master the art of rejection is to get rejected and keep asking. When negotiating, make it a priority to ask for exactly what you want. Most of the time you will either receive what you want or an acceptable alternative.

2. Talking too much

Talking too much is a sure-fire way to kill a deal. Have you ever been offered a product or service, and the salesperson kept talking until he or she talked you right out of the purchase? If they would have simply asked for the sale and stopped talking, their chance for success would have increased significantly. Never underestimate the power of silence. There’s an old adage that says “he or she who speaks next loses.” When discussing a deal, if you simply stop talking and get comfortable with the awkwardness of silence, your ability to win your argument, sell the product, or a get concession in the negotiation increases significantly.

3. Not documenting

The importance of getting the final agreement in writing cannot be stressed enough. Even better, consult with a contracts attorney to review contractual documents or any that require a signature. The purpose of a written agreement or contract is to provide protection for both sides and alleviate any ambiguity of terms. A myriad of problems can occur when the terms of a deal are not put in writing because what you “think” the other party said and what they “think” you said can be two different things. Documenting the agreement eliminates such “perception” problems and protects the interests of all parties involved.

4. Signing without reading

Before you sign on the dotted line, it’s imperative you read what you are signing—no matter how large of a packet it entails. Modern life is fast-paced and people are usually engaged in multiple things at once, making it difficult to focus and causing some to sign legal documents without reading them first. The result can be nothing short of disastrous. Make sure you read any agreement or contract in full, to ensure you are not confirming terms you will regret and cannot undo, which can cause copious problems for your future.

Whether you are a seasoned negotiator or avoid wheeling and dealing with people altogether, you will vastly improve your results and be motivated to “get in the game” by knowing how to avoid these prime pitfalls. Whether seeking to gain advantages in your business or personal life, the art of “thinking like a negotiator” will profoundly impact your ability to actualize your desired outcome.

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NUECES COUNTY

ASSUMED NAMES, NEW BUSINESS FIRMS

01517-TWFG Insurance Services-Bobbie Gail Garza, Certificate of Abandonment

01518-TWFG Insurance, Bobbie Gail Torres 4639 Corona Dr, Suite 63 Corpus Christi, TX 78411

01519-CC Steelers Select Football Team, Demetrius Cage 1002 Beechcraft Ave Corpus Christi, TX 78405

01520-Solo, Just A Simple Cut, Scott F Olney 4833 Saratoga #299 Corpus Christi, TX 78413

01521-Janies Bar, Sanjuana C Yglesias 2833 SPID Corpus Christi, TX 78415

01522-Porky's Lawn Care, David Escobedo III 4218 Cambridge Dr Corpus Christi, TX 78415

01523-True Blue Trucking, Lucy R Vargas 436 W Ave G Robstown, TX 78380

01523-Gradual Changes, Jon Gonzales 802 Tulia St Corpus Christi, TX 78418

01525-LM Cuellar Inc Inc dba Affordable Insurance Of Texas, Lauro M Cuellar 5133 Kostoryz Ste B Corpus Christi, TX 78415

01526-Liz Martin Company, Elizabeth Martin Pena 2410 Capitan Dr #C Corpus Christi, TX 78414

01527-Code Blue Staffing, Nina Deleon 1409 Dewitt St Corpus

Christi, TX 78418

01528-M G Salazar & Auto Sales, Michael Guerra 3201 Agnes Corpus Christi, TX 78405

01529 -Date Management Services, Alexander Sanchez 802 Barry Apt 203 Corpus Christi, TX 78411

01530-A & T Ice Cream, Dashdan M Powell 3309 Washington St Corpus Christi, TX 78405

NUECES COUNTY BUILDING PERMITS

05835-Myron Michael Jenson 446 Delaine Dr Lot 7A, Block 1, Lamar Park, Re-roof residence Value \$8,896.00, Dan Blohm Roofing, 855-9087

05624-Jose A Soliz et ux Luisa Soliz 1542 Devon Dr Lots 16, 17, Block 8, Sam Houston, Re-roof residence Value \$5,235.00, Dennis Sleezer, 739-9360

05830-Carlos Alvarado and Elvira Alvarado 917 Duncan St Lot 8, Block 2, Kosar, Re-roof residence Value \$1,500.00, Arturo Soto, 882-4233

04955-Ramiro L Garcia et ux 833 Egyptian Dr Lot 13, Block 2, Egyptian Place Unit 3, Re-roof residence Value \$9,500.00, Berryman Roofing & Siding, 994-0342

05641-Hector Hernandez Leos 7806 Elk Dr Lot 3, Block 12, Cimarron Crossing Unit 3, Re-roof

residence Value \$1,400.00, G & H Exclusive Vinyl Siding, 937-6065

05640-William A Bodrug 15409 Escapade St Lot 3, Block 234, Padre Island #4, Re-roof residence Value \$1,900.00, G & H Exclusive Vinyl Siding, 937-6065

04956-Kevin C McDonald 15410 Guadalupe River Dr Lot 3, Block 4, Wood Estates Unit 3, Re-roof residence Value \$12,014.00, Berryman Roofing & Siding, 994-0342

05600-Lon H Seiger 302 Haroldson Dr Lot 27, Block 1, Lee Manor, Re-roof residence Value \$21,321.00, Wolfe Construction Inc, 949-1180

05725-Sylvia B Pena 1134 Hazel Dr Lot 9, Block 18, Oso Place #4, Re-roof residence Value \$3,200.00, Aguirre Roofing, 813-7010

05565-Arlene Rae Burns 13217 Hearn Rd Lot 10, Block 1, Brookhaven, Re-roof residence Value \$5,000.00, RTS Roofing & Cont, (406) 543-8842

05715-Joseph L Barajas 2301 Kazimir Dr Lot 1, Block 2, Milaena Square, Re-roof residence Value \$9,600.00, Berryman Roofing & Siding, 994-0342

05822-Ignacio Trevino et ux 4902 Kerrville Dr Lot 4, Block 2, Reflections Unit 1B, Construct a detached structure at residence, 266 sq ft Value \$8,200.00, same

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TO PROVIDE THE BUSINESS COMMUNITY OF NUECES COUNTY AND SURROUNDING AREAS WITH INFORMATION NECESSARY TO PROMOTE COMMERCE AND THEREBY, ENHANCE AND IMPROVE THE LOCAL ECONOMY. WE ARE DEDICATED TO PROVIDE A QUALITY NEWSPAPER THAT WILL GENERATE INTEREST AND ACTION FOR A BETTER CORPUS CHRISTI AND COASTAL BEND.

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TODAY IN HISTORY

June 17th 1960 Ted Williams hit his 500th HR

June 17th 1961 "Billy Barnes People" closes at Royale Theater NYC after 8 perfs

June 17th 1961 61st US Golf Open: Gene Littler shoots a 281 at Oakland Hills Mich

June 17th 1961 Russian ballet dancer Rudolph Nureyev defects to west in Frankfurt

June 17th 1962 62nd US Golf Open: Jack Nicklaus shoots a 283 at Oakmont CC PA

June 17th 1962 Lou Brock is 2nd to HR into Polo Grounds right-center field bleachers

June 17th 1962 Sandra Haynie wins LPGA Cosmopolitan Golf Open

June 17th 1963 British House of Commons debates Profumo-Christine Keeler affair

June 17th 1963 Supreme Court rules against Bible reading/prayer in public schools

June 17th 1965 11.08" (28.14 cm) of rainfall, Holly, Colorado (state 24-hour record)

June 17th 1965 1st bombing by B-52 (50 km north of Saigon)

June 17th 1965 Kinks arrive in NYC beginning their 1st US tour

June 17th 1966 Peter Green joins John Mayall's Bluebreakers

June 17th 1967 "Somebody To Love" by Jefferson Airplane peaks at #5

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rudygarza2000@yahoo.com

05644 - James McClurg

3426 Laguna Shores Rd Lot 19, Block 3, Tropic Isles, R e - r o o f residence Value \$1,990.00, G & H Exclusive Vinyl Siding, 937-6065

05585 - Randy Morrow and Rhonda Morrow

4041 Laguna Shores Rd Lot 23, Block 8, Tyler Subdivision, Construct a detached structure at residence, 304 sq ft Value \$7,800.00, Padre Island Maintenance, 949-8434

05700 - Gerardo J Martinez

5713 Malden Dr Lot 15, Block 4, Ridgewood, R e - r o o f residence Value \$3,500.00, Raul Rodriguez,

05642 - Fay S Hill

1637 W Manor Dr Lot 10, Block 3, Manor Terrace, R e - r o o f residence Value \$1,680.00, G & H Exclusive Vinyl Siding, 937-6065

05836 - Carl H Aeby

1030 Nile Dr Lot 2, Block 2, Pharaoh Valley, R e - r o o f residence Value \$10,290.00, Dan Blohm Roofing, 855-9087

05643 - Charles M Boudreau

6314 North Washam Dr Lot 57, Block 5, Brighton Village #4, R e - r o o f residence Value \$2,200.00, G & H Exclusive Vinyl Siding, 937-6065

05625 - Jose H Cantu et ux 4825 Oak Knoll Circle Lot 15, Block 3, Club Estates South, Construct a detached structure at residence, 252 sq ft Value \$860.00, Carolina Carports, Inc, (877) 942-3745

05721 - Jeanette Pella 453 Oakdale Dr Lot 11, Block 2, Waldron Oaks, Construct a detached structure at residence, 192 sq ft Value \$2,000.00, same

05414 - Charles R Jewett 938 Oriola Lot 8, Block 3, Shelter Bay Resort Estates, Re-roof residence Value \$11,393.00, same

05740 - Julie D Zuniga 325 Pasadena Place Lots 7, 8, 9, Block 13, Lamar Park #3, Re-roof residence Value \$12,000.00, Lone Star A Metal Roof System, 548-4839

05501 - Mary Susan Anderson 342 Rossiter St Block 513, P A Cliffs, Construct an addition to residence, 1,600 sq ft Value \$101,872.00, same

05596 - James A Hall and Diane C Hall 13806 Topsail St Lot 14, Block 10, Barataria Bay #4, Re-roof residence Value \$6,000.00, Jr & Son's Construction, 438-1782

NUECES COUNTY

SUITS FILED IN DISTRICT COURT

2014DCV-2599-B-**Maria Concepcion Ramos vs Teresa Guerra**, Other Civil Causes Atty: Esteban "Steve" Lopez, Jr

2014DCV-2602-E-**Discover Bank vs Garrett W Davenport**, Other Civil Causes Atty: Troy D Bolen

2014DCV-2608-F-**Discover Bank vs Kenneth W Stuhau**, Accounts, Contracts, Notes Atty: Troy D Bolen

2014DCV-2612-H-**State of Texas vs Julian Marshall Hill**, Seizure & Forfeiture Atty: Naved Qazi

2014DCV-2615-A-**Velma Sanchez and Armando Sanchez nfo AS vs Roadrunner Moving & Storage and Ned Drakkar**, Person Inj/Dam Involving Motor Vehicle Atty: Charles C Webb, Jr

2014DCV-2618-B-**MDJ Coastal Properties, LLC vs Coastal Custom Homes, LLP**, Other Civil Causes Atty: Fred D Dreiling

2014DCV-2619-H-**American Express Bank vs Steven Everly**, Other Civil Causes Atty: Troy D Bolen

2014DCV-2620-C-**Discover Bank vs Chris M Southerland**, Accounts,

Contracts, Notes Atty: Troy D Bolen
 2014DCV-2621-H-Ross A Makley, Expunction of Records Atty: Mark A DiCarlo
 2014DCV-2622-E-TD Bank USA vs Myrian I Rector, Accounts, Contracts, Notes Atty: Troy D Bolen
 2014FAM-2592-D-James Terry Dunlap Frantz vs Mary Leona Frantz, Divorce Atty: Pro Se
 2014FAM-2593-C-James Michael Powell vs Linda Kay Powell, Divorce Atty: Pro Se
 2014FAM-2594-H-John Francis Visintine vs Laura Lee Visintine, Divorce Atty: Ann E Coover
 2014FAM-2595-E-Maribel Ayala Schade vs Mark Joseph Schade, Divorce Atty: Michael Maldonado
 2014FAM-2596-H-Natalie Marie Doss vs Alonzo Trevino, Protective Order Atty: Nueces County Attorney
 2014FAM-2597-H-Feliciano Cruz vs Roseanna Luna, Divorce Atty: Gilbert De La Garza
 2014FAM-2598-E-Sabrina Garcia Salazar vs Carlos T Salazar, Jr, Divorce Atty: Pro Se
 2014FAM-2600-H-Maria Elisabeth Martinez vs Jose Alonso Martinez, Divorce Atty: Pro Se
 2014FAM-2601-D-Victoria Michelle Cruz Ibarra vs Michael Ibarra, Divorce Atty: Pro Se
 2014FAM-2603-B-Leticia Noemi Alcorta vs Hernando Cruz, Divorce Atty: Pro Se
 2014FAM-2604-D-Angela Jean Guinn vs Jason Allen Guinn, Divorce Atty: Pro Se
 2014FAM-2605-C-Carl Arthur Hayes vs Jessica Rene Hayes, Divorce Atty: James M Hendrex
 2014FAM-2606-A-Deborah Ann Rosalez vs Daniel Rosalez, Divorce Atty: James M Hendrex
 2014FAM-2607-F-Cindy Castilleja vs Maricella Chapa, Divorce Atty: Dee Ann Torres
 2014FAM-2609-H-Josette T De La Garza vs Benancio Herrera, Protective Order Atty: Irma Torres-McGregor
 2014FAM-2610-C-Consuelo E Tamez vs Genaro Tamez, Jr, Divorce Atty: Pro Se
 2014FAM-2611-C-Naomi D Baldonado-Moreno vs Miguel Moreno, Divorce Atty: Lindsay M Browne

2014FAM-2613-B-Michael James McIlrat vs Catherine Antipolo McIlrath, Divorce Atty: Arlene C McKinney
 2014FAM-2614-E-Erikka Jill Cordon vs Stephen Charles Cordon, Divorce Atty: Pro Se
 2014FAM-2616-G-Flor E Gaona De Perez vs Jose Luis Perez, Annulment Atty: Pro Se
 2014FAM-2617-C-Raquel Tvrdik vs Randell G Tvrdik, Divorce Atty: Armando G Gonzalez, Jr
 2014DCV-2623-G-State of Texas vs Billy Loyd, Judgment NISI Atty: Nueces County Attorney
 2014DCV-2627-F-James William Outland, Jr vs Jaynce Herring Outland, Other Civil Causes Atty: Attorney Unknown
 2014DCV-2628-F-National Collegiate Student Loan Trust 2005-2 vs David Hardy, Other Civil Causes Atty: Anh H Regent
 2014DCV-2631-B-Malkan Interactive Communications, LLC vs BWP Media USA, Inc, Other Civil Causes Atty: Eric S Stewart
 2014DCV-2632-A-Residential Credit Opportunities Trust vs Jesse Fuentes, Sr, Other Civil Causes Atty: Attorney Unknown
 2014DCV-2624-F-Alan John Anthony Perez vs Jessika Limas, Divorce Atty: Gary A Hall

**NUECES COUNTY
 SUITS FILED IN COUNTY COURT AT
 LAW**

2014CCV-61235-4-Ex Parte: Christina Ann Figueroa, Other Civil Causes Atty: Pro Se
 2014CCV-61237-4-Amelia Benavidez vs H E Butt Grocery Company, H E Butt Grocery Company, LP, HEB CO GP, LLC, Person Inj/Dam Other than Motor Vehicle Atty: David A Huerta
 2014CCV-61238-4-Robert Alexander

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Guerra vs Jessilyn Oehler, Home State County Mutual Insurance Company, Person Inj/Dam Involving Motor Vehicle Atty: Gregory Lamar Gowan
 2014CCV-61239-1-Brandy Garcia vs Con-Way Truckload, Inc, Person Inj/Dam Involving Motor Vehicle Atty: William R Edwards III
 2014CCV-61240-4-Edward Moya vs ACE American Insurance Company, ESIS Inc, Person Inj/Dam Involving Motor Vehicle Atty: J Scott Frederick
 2014CCV-61241-1-Lidia Tagle Lopez vs Joe Don Witherspoon, II, Melanie Austin, Person Inj/Dam Involving Motor Vehicle Atty: William Clay Bonilla
 2014CCV-61242-1-Ruben Isaguirre vs Rita Gonzalez George, Person Inj/Dam Involving Motor Vehicle Atty: Phillip Ripper
 2014CCV-61243-3-Eli Castaneda vs K J M Commercial Construction, Accounts, Contracts, Notes Atty: Fred D Dreiling
 2014FAM-61236-5-In Re:, Protection of Child Atty: Nueces County Attorney

**COURT OF CIVIL APPEALS - 13TH
 SUPREME JUDICIAL DISTRICT**

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ORDERS

- 13-14-246-CV-**Sandra Miller vs Jerry Miller** - - Kenedy County - Judgment of the trial court is ABATED
- 13-14-313-CR-In re **Scott Samuel Meyer** - - Comal County - Judgment of the trial court is MOTION OR WRIT DENIED
- 13-14-108-CR-**Jose Franco, III vs The State of Texas** - - Nueces County - Judgment of the trial court is ABATED
- 13-14-266-CV-**Re Juan Angel Guerra** - - Cameron County - Judgment of the trial court is DISMISSED AS MOOT
- 13-13-715-CV-**Luis V Saenz, County and District Attorney of Cameron County, Texas vs Jose Manuel Lopez** - - Cameron County - Judgment of the trial court is APPEAL DISMISSED
- 13-14-048-CV-**Rudy's Plumbing Service and Rodolfo Rodriguez vs Tina De Los Santos, Indv and Indp Executor of the Estate of Javier De Los Sants** - - Hidalgo County - Judgment of the trial court is REVERSED AND REMANDED
- 13-14-195-CV-**William Galusha vs Texas Gulf Bank** - - Matagorda County - Judgment of the trial court is APPEAL DISMISSED
- 13-13-197-CR-**Terrance Caesar vs The State of Texas** - - Travis County - Judgment of the trial court is AFFIRMED AND MODIFIED
- 13-13-472-CR-**Charles Camarillo vs The State of Texas** - - Gonzales County - Judgment of the trial court is AFFIRMED
- 13-13-617-CR-**Kardell LaMont Jones vs The State of Texas** - -

Williamson County - Judgment of the trial court is AFFIRMED

- 13-14-034-CR-**Christopher Shane Davis vs The State of Texas** - - McLellan County - Judgment of the trial court is AFFIRMED
- 13-14-105-CR-**Ricardo Rodriguez vs The State of Texas** - - Nueces County - Judgment of the trial court is ABATED

NUECES COUNTY MECHANIC LIENS

- 22026-**Filemon Lopez, Jr and Valerie G Lopez to Romar Specialties, LLC** Lot 20, Block 1, Woodbend, Construct a residence, amount \$259,233.00, Lender First Community Bank, Stewart Title, 06/03/14, 06/11/14, Refer to Deed of Trust 22027.
- 22350-**Bradley Louis Strayer to Stewart Wayne Strayer** Lot 6, Block 3, Pope Place Unit 1, Home improvements, amount \$36,300.00, Lender American Bank, Firt Title, 06/11/14, 06/12/14, Refer to Deed of Trust 22351.
- 22248-**Albert H Guzman to Manuel N Flores dba M & M Fabrication & Construction** Lot 5, River Forest Acres Subdivision, Foundation Repair, amount \$25,000.00, Lender Manuel N Flores dba M & M Fabrication & U Construction, 06/05/14, 06/12/14.

NUECES COUNTY STATE TAX LIENS

- 22269-**State of Texas vs Tammy Lee Garcia** 7625 Starnberg Lake Dr, Corpus Christi, TX, 78413, Tax

lien for period ending 10/01/08 thru 02/08/09, amount \$3,642.18, 06/04/14, 06/12/14.

NUECES COUNTY STATE TAX LIEN RELEASES

- 22050-**State of Texas to Basic Industries, LLC** Release of tax lien dated 04/15/14, 06/06/14, 06/11/14.
- 22272-**State of Texas to Nathan Rodriguez** 5200 Meadow Field, San Antonio, TX, 78250, Release of tax lien dated 09/03/04, 06/06/14, 06/12/14.

NUECES COUNTY ABSTRACTS OF JUDGMENT

- 21994-**Coastal Community & Teachers Credit Union vs Fernando Saucedo and Kayla Lawrence** 4414 Teak St, Corpus Christi, TX, 78411, Date of judgment 02/24/14, amount \$8,120.97, 10.25% interest, \$1,500.00 Attorney fees, \$405.00 cost of suit, 06/03/14, 06/11/14.
- 22181-**HD Supply Waterworks, Ltd vs Allstate Utilities and Construction Company, LLC, David Lerma Jr and Tony Balboa** 5825 Old Brownsville Rd, Corpus Christi, TX, 78417, Date of judgment 01/25/13, amount \$21,560.11, 06/10/14, 06/12/14.
- 22317-**Irma L Evans to Frank Molnar** 3137 Laguna Shores Rd, Corpus Christi, TX, 74818, Date of Judgment 04/16/14, amount \$5,440.00, 5% interest, 06/12/14, 06/12/14.
- 22221-**CFLP Interest LLC as Assignee of Hudson & Keyse, LLC vs Lois C Castillo** 4725 Jarvis St, Corpus

Christi, TX, 78412, Date of judgment 10/20/06, amount \$5,113.19, \$3,239.73 prejudgment interest, 8.25% interest, \$1,533.00 Attorney fees, \$237.00 cost of suit, 06/04/14, 06/12/14.

22222-CFLP Interest LLC as Assignee of Hudson & Keyse, LLC vs Patricia A Huerta 4801 Moravian, Corpus Christi, TX, 78415, Date of judgment 03/29/07, amount \$3,983.03, \$640.05 prejudgment interest, 24% interest, \$837.61 Attorney fees, \$242.00 cost of suit, 06/04/14, 06/12/14.

22224-Alty Financial Inc vs Rafael Molina 4674 Herrera St, Robstown, TX, 78380, Date of judgment 04/01/14, amount \$26,484.36, 9.99% interest, \$1,500.00 Attorney fees, 06/04/14, 06/12/14.

22229-Midland Funding LLC vs Machael Beckwith aka Dawn Beckwith aka Dawn Morris 2845 Topeka St, Corpus Christi, TX, 78404, Date of judgment 03/10/14, amount \$4,980.55, 5.0% interest, 05/10/14, 06/12/14.

22262-Corpus Christi City Employees Credit Union vs Petra T Cisneros 825 Ester Drive, Corpus Christi, TX, 78418, Date of judgment 07/08/13, amount \$1,755.00, 14.000% interest, \$1,500.00 Attorney fees, \$322.00 cost of suit, 06/03/14, 06/12/14.

NUECES COUNTY WARRANTY DEEDS

DEED OF TRUST INFORMATION IS INCLUDED WHEN DEED OF TRUST NUMBER IS LISTED AT END OF WARRANTY DEED WHERE APPLICABLE.

21479-Marilyn K Burgess and Edwin H Lanford Jr to 350 Colina Co Series, Series of Bartell Properties, LLC 1610 Mussett, Corpus Christi, TX, 78401, Note of \$800,000.00, Lienholder The Ed Rachal Foundation, 500 N Shoreline, Suite 606, 78401, Lot 1, Block 1, Northshore Gregory Industrial Park, town of Gregory, 06/03/14, 06/09/14, Refer to Deed of Trust 21480.

21483-Shirley An n Boomgarden, Franklyn David Behrens, Virginia K Shaw, Mark Steven Behrens Jr and Michelle Candice Behrens to

Rosalind Binford et vir Joseph Binford

3 2 8 5
Sacramento st,
Placeville, CA,
95667, Lots 1,
2, 3, 4, Block 6,
Flour Bluff
G a r d e n s
Subdivision,
0 5 / 3 0 / 1 4 ,
06/09/14.

21487-Coastal Signature Homes LLC to Ramon Molina Jr et ux Herlinda C Galvan

6545
Lyons St,
Corpus Christi,
TX, 78414, Note
of \$185,000.00,
Lienholder
Envoy Mortgage
Ltd, 5100
Westheimer Rd,
Ste 320,
Houston Tx
77056, Lot 18,
Block A, Airline
Subdivision,
06/06/14, 06/09/14, First Title,
Refer to Deed of Trust 21488.

21490-Gil Gilberto Garcia Jr and Marissa Garcia Trevino to Gil Gilberto Garcia 8030 Etienne, Corpus Christi, TX, 78414, Lot 43, Block 3, Ventura Plaza Unit 5 Addition, 06/06/14, 06/09/14.

21493-David Duane Baker, Ind Executor of the Estate of Barbara J Baker, Deceased to David Duane Baker 1802 Ezekiel Court, Corpus Christi, TX, 78418, Lot 23, Block 1, Cornerstone Subdivision Unit 4, 06/05/14, 06/09/14.

21500-Oscar H Weaver et ux Jamesa Weaver to Forest Dean et ux Tanya Swails 5414 Burton Lane, Corpus Christi, TX, 78411, Lot 1-C, Block 5, Gardendale Subdivision, 06/01/14, 06/09/14.

21505-The Mostaghasi Investment Trust dba Sun George Contracting and Development to Mostaghasi Enterprises Inc 927 Bar Le Doc, Corpus Christi, TX, 78414, Note of \$1,891,725.00, Lienholder Valuebank Texas, P O Box 4956, 78469, Description of a 15.567 acre tract of land, a portion

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of The Forum Mall, Block 1, Lot 3,
06/06/14, 06/09/14, Stewart Title,
Refer to Deed of Trust 21506.

21531-Jim Rector, Substitute Trustee to Nationstar Mortgage Lot 5F, Robstown Farm Tract 5, 04/17/14, 06/09/14.

21879-Andrew Shirey, Substitute Trustee to Wells Fargo Bank 3476 Stateview Blvd, Fort Mill, SC, 29715, Lot 4, Block 7, Sherwood Park Unit 2, 06/03/14, 06/10/14.

21509-Walter E Schultz aka Walt Schultz et ux Nancy M Schultz to Lawrence Glenn Tatum et ux Tracy Alleen Sites 6625 Kitchener, San Antonio, TX, 78240, Note of \$201,000.00, Lienholder USAA Federal Savings Bank, 10750 McDermott Freeway, San Antonio, TX 78288, Lot 5, Beachwalk NUD, town of Port Aransas, 06/04/14, 06/09/14, Refer to Deed of Trust 21510.

21880-Jim Rector, Substitute Trustee to The Bank of New York Mellon 8742 Lucent Blvd, Ste 300, Highland Ranch, CO, 80129, Lot 3, Block 25, Pharoah Valley North Unit 2, 06/03/14, 06/10/14.

21811-Jim Rector, Substitute Trustee

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to Bank of America 2727 Spring Creek Drive, Spring, TX, 77373, Lot 34, Block 9, Crestmont Unit 7, 06/03/14, 06/10/14.

NUECES COUNTY DEEDS OF TRUST

- 21962-Reginald R Jackson et ux Kimberly J Howard-Jackson to Certified Funding LP 17304 Preston Road, Suite 620, Dallas, TX, 75252, Lot 14B, Block 2, The Coves at Lago Vista Unit 1 Subdivision, 06/09/14, 06/11/14. Note of: \$100,000.00
- 22017-Alvard E Rolong et ux Maria Ignacia Roling to Prosperity Bank 4002 Saratoga Blvd, Corpus Christi, TX, 78413, Lot 20, Block 4, Country Club Estates Unit 8, 05/27/14, 06/11/14. Note of: \$190,000.00
- 22019-Marc A Garza dba Brush Country Custom Homes to Charter Bank P O Box 10306, Corpus Christi, TX, 78460, Lot 71, Block 2, Pinehollow, Stewart Title, 06/03/14, 06/11/14. Note of: \$130,000.00
- 22030-Adam M Nasir to Coldwell Banker Mortgage 1 Mortgage Way, Mount Laurel, NJ, 08054, Lot 6, Block 1, Livingston Park, Stewart Title, 06/05/14, 06/11/14. Note of: \$160,360.00
- 22033-L K Shepard Properties to Value Bank Texas P O Box 4956, Corpus Christi, TX, 78469, Tract 1: Lot 13, Block 1, Carroll Lane Park Unit Two, Tract II: Lot 6, Block 6, McNorton Subdivision No 2, Tract III: Lot 24, Block 1, Roosevelt Place, Tract IV: Lot 2, Woodcrest Heights, Tract V: Lot 4, Block 5, Southside Addition, Stewart Title, 05/30/14, 06/11/14. Note of: \$159,200.00
- 21965-Lucas Lopez to Navy Army Community Credit Union 2814 Rodd Field Road, Corpus Christi, TX, 78414, A Lot or Tract of land being a part of the Carl A Lindgreen 155.9 acre tract out of the Magee Lands out of the Gregorio Farias Grant, 06/05/14, 06/11/14. Note of: \$80,000.00
- 22064-Stephen Fuentes and Miranda Reynolds to FYP, LLC dba Texas Property Tax Loans 2221 E Lamar Blvd, Ste 120, Arlington, TX, 76006, Lot 13, Block 7, Summer Wind Village Phase IV, 06/09/14, 06/11/14. Note of: \$4,631.23
- 21975-Garland B Hilton III to Bank of America 101 South Tryon St, Charlotte, NC, 28255, The Southeast 1/2 of Lots 7, 8, 9, 10, Block 87, Aransas Holding Company Subdivision C, town of Port Aransas, 06/06/14, 06/11/14. Note of: \$75,450.00
- 21993-Luz M Banuelos to Frost Bank P O Box 1600, San Antonio, TX, 78296, Lots 7, 8, of a replat of Lots 7, 8, 9, 10, 11, 12, Block 3, Southwood Addition, 06/02/14, 06/11/14. Note of: \$40,000.00
- 22298-Oscar Martinez et ux Lisa Martinez aka Lisa Martinez to Navy Army Community Credit Union 2814 Rodd Field Road, Corpus Christi, TX, 78414, Lot 67, Block 1, Reflection Units 6A, 05/28/14, 06/12/14. Note of: \$200,000.00
- 22300-Mary J Martinez aka Mary Jo Martinez et vir Roel Martinez to Navy Army Community Credit Union 2814 Rodd Field Road, Corpus Christi, TX, 78414, Lot 12, Block 5, Meadowbrook Unit 1, 05/20/14, 06/12/14. Note of: \$100,000.00
- 22303-Stephen G Simnahcer to Navy Army Community Credit Union 2814 Rodd Field Road, Corpus Christi, TX, 78414, Tract 1: Tract 4, Mary A Madray Tract, 05/23/14, 06/12/14. Note of: \$93,000.00
- 22183-Ronald James Lillard et ux Stephanie Lillard to Suntide Credit Union 1726 Braeswood, Corpus Christi, TX, 78412, Field notes for a 50.00 acre tract of land out of a 255.974 acre tract and being out of Tract 3 of the portion of the Santa Cruz Ranch,

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5252 STAPLES (CORNER OF WILLAIMS & STAPLES)

- 06/10/14, 06/12/14. Note of: \$1,466,163.00
- 22305-Sonia R Teas to Navy Army Community Credit Union 2814 Rodd Field Road, Corpus Christi, TX, 78414, Lot 6, Block 4, Harbor Village, 05/27/14, 06/12/14. Note of: \$111,000.00
- 22308-Julia G Medrano aka Julia Medrano to Navy Army Community Credit Union 2814 Rodd Field Road, Corpus Christi, TX, 78414, Lot 9, Block 8, Arcadia Village, 05/30/14, 06/12/14. Note of: \$44,200.00
- 22312-David L Clary aka David L Clary, Jr et ux Loy Clary to Navy Army Community Credit Union 2814 Rodd Field Road, Corpus Christi, TX, 78411, Lot 36, Block 2, Coco Plams, 05/23/14, 06/12/14. Note of: \$120,000.00
- 22314-Daniel C Carranza, Jr to Navy Army Community Credit Union 2814 Rodd Field Road, Corpus Christi, TX, 78411, Lot 1, Block 4, Carroll Lane Park Unit 2, 05/21/14, 06/12/14. Note of: \$69,000.00
- 22316-Randolph A Finch aka Randy Finch et vir Ruth Ann Finch aka Ruth Finch to Navy Army Community Credit Union 2814 Rodd Field Road, Corpus Christi, TX, 78411, Lot 36, Block E, Jackson Woods Unit 1, 05/29/14, 06/12/14. Note of: \$70,000.00
- 22319-James Caffall Davis et ux Stephanie Renee Davis aka Stephanie R Crisler to Navy Army Community Credit Union 2814 Road Field Rd, Corpus Christi, TX, 78414, Lot 20, Block 3, Beverly Heights, 05/21/14, 06/12/14. Note of: \$81,329.13
- 22326-Neily Guzman aka Nelly A Guzman aka Nelly A Guzman-Posada to Navy Army Community Credit Union 2814 Rodd Field Road, Corpus Christi, TX, 78411, Lot 34, Block 5, Brandywine Unit 1C, 05/23/14, 06/12/14. Note of: \$54,907.73
- 22193-Arnold Acuna and Mary Ann Acuna to Secretary of Housing and Urban Development 451 Seventh St, SW, Washington, DC, 20410, Lot 1, Block 8, Central Park Unit 2 Subdivision, 05/27/14, 06/12/14. Note of: \$56,970.00
- 22216-Robert Edward Caro aka Robert E Caro et ux Amanda Rose Caro aka Amanda Caro to Willow Bend Mortgage Company LLC 5800 West Plano Pkwy, Ste 105, Plano, TX, 75093, Lot 19, Block 72, Padre Island-Corpus Christi Section No. 2 Addition, 06/06/14, 06/12/14. Note of: \$417,000.00
- 22219-Raul Juarez Carrillo et ux Sadie Carrillo to Quicken Loans Inc 1050 Woodward Ave, Detroit, MI, 48226, Lot 29, Block, 61, King's Crossing Unit 17 Addition, 06/06/14, 06/12/14. Note of: \$308,300.00
- 22333-Nereo G Martinez aka Nereo G Martinez, III and Susannah C Martinez aka Susannah G Martinez to Secretary of Housing and Urban Development 451 Seventh St, Washington, DC, 20410, Lot 14, River Forest Addition, Unit Two, 05/14/14, 06/12/14. Note of: \$22,685.83
- 22345-Swocorp, Inc to Texas Champion Bank P O Box 270550, Corpus Christi, TX, 78427, Tract 1: Lot 7, Block 6, Congres Place Unit 1, Tract II: Lot 31, Block 6, Stonegate North Unit 3, 06/12/14, 06/12/14. Note of: \$3,000,000.00
- 22249-Albert H Guzman to Veterans Land Board of the State of Texas 1700 N Congress, Austin, TX, 78701, Lot 5, River Forest Acres Subdivision, 06/05/14, 06/12/14. Note of: \$25,000.00
- 22379-Justin W D Smith et ux Natalie J D Smith to The Mortgage X-Change 201 W Main St, McAllen, TX, 75013, Lot 9, Block 10, The Coves At Lago Vista Unit 3A, 06/06/14, 06/06/14. Note of: \$214,500.00
- 22394-Braselton Homes-Premiere, Ltd to Kleberg Bank P O Box 7669, Corpus Christi, TX, 78467, Lot 9, Block 7, Barcelona Estates Unit 5, 06/10/14, 06/12/14. Note of: \$120,000.00

**NUECES COUNTY
FINANCE STATEMENTS**

22226-**Taylor Center Deli, Inc** 3636
Alameda Suite 1, 78411, Corpus
Christi, TX, 78488, American Bank,
All Equipment furniture and
fixtures
22255-**Monica L Humphrey Preferred**
Credit Inc, Continuation of finance
statement

NUECES COUNTY AUTO REGISTRATIONS

Bmw 14' Sd WBA1J7C54E VW84446
Michelle Newman Feiler 14709
Santa Gerturdis, Corpus Christi,
TX 78410 -Bank of America
Bmw 14' Sd WBAYM9C51ED248225
Richard Vela and Roxanne Garza
Vela 7625 Kings Lake, Corpus
Christi, TX 78413 -Bank of
America
Bmw 14' Sd WBA3T3C59EP737027
Patrick C Saucier 7622 Lovain Dr,
Corpus Christi, TX 78414 -Bank of
America
Bmw 14' Sd WBA5A5C54ED502305
Jessica Ann Vargas 4502 White
Oak Drive, Corpus Christi, TX
78410 -Bank of America
Bmw 14' Sd 5UXKROC52E0K45216
Ann Kaufman Engel 230 Amistad,
Corpus Christi, TX 78404 -Cash
Bmw 14' Sd WBAYE8C54ED135747
Vallier Chidi Ojadi 5914 Osk
Pkwy, Corpus Christi, TX 78414
-Bank of America
Bmw 14' Sd WBA3T3C55EP736800
Ella Gray Cunningham 6734
Heavens Gate, Corpus Christi, TX
78413 -Bank of America
Autonation Buick
Gmc 13' Sd 1GTN1TEH6EZ239168
Carestat Medical Service dba CS
Leasing 13330 Leopard, Ste 20,
Corpus Christi, TX 78410 -Cash
Bui 14' Sd KL4CJDSB1EB611113
Yolanda Galvan Lewis 5909
Norvel Dr, Corpus Christi, TX
78412 -Regions Bank
Gmc 14' Pk 3GTUVEC6EG462061
Daniel Abel Guerrero 407 N
Lightburne, Beeville, TX 78102
-Suntrust Bank
Gmc 14' Sd 3GTU2VEC3EG424688
Samuel Gerardo McCoskey 2613
Date Palm Dr, Corpus Christi, TX
78418 -Navy Army CCU
Bui 14' Sd KL4CJBSB571776 **George**
Gomez and Angela Clara 4309
Cedar St, Corpus Christi, TX
78411 -Cash
Lithia Dodge
Jep 14' Ut 1C4RJECG2EC494166

Stephanie Rae Leal 6737
Coronation Dr, Corpus Christi, TX
78414 -Navy FCU
Dge 14' Ut 3C4PDCAB9ET199080
Juan Pedro Hernandez, III 3513
Valhalla Dr, Corpus Christi, TX
78415 -Security Service FCU
Dge 14' Pk 1C6RR6FTXES212053
Raul Hernandez 1154 Clare Dr,
Corpus Christi, TX 78412
-Chrysler Capital
Dge 14' Ut 3C4PDCAB9ET199077
Leslie Quintana Hernandez 2906
Santa Sofia St, Corpus Christi, TX
78415 -Wells Fargo Ditr Services
Dge 14' Sd 3C63RGL1EG226677
Javier Morales 106 Hail Cemetery
Rd, Freer, TX 78357 -Chrysler
Capital
Dge 14' Ut 3C4PDCAB8ET199071
Abril Robles Medina 3926
Panama Dr, Apt 158, Corpus
Christi, TX 78415 -Chrysler Cap
Dge 13' 4D 1C3CDFBA4DD344153
Maria Rodriguez Morales 433
Davis Rd, Taft, TX 78390
-Chrysler Capital
Chr 15' 4D 1C3CCCCG8FN520249
Joe A Amador 5401 Lady Diana
Cout, Corpus Christi, TX 78413
-TD Auto Finance
Dge 14' Sd 1C6RR7LT9ES250576
David Wayne Hulse 7018 Mona
Lisa Circle, Corpus Christi, TX
78413 -TD Auto Finance
Jep 14' Ut 1C4NJFFA1ED589166
Robert Milton Guinn 751 Whiskey,
West, TX 76691 -Credit Union of
Texas
Dge 13' 4D 1C3CDFBA9DD344164
Joel Isadore Vega 1415 W
Houston St, Beeville, TX 78102
-Ally Financial
Dge 13' Ut 1C4RDHAG2DC694104
Juanita Cruz Boberg 4509 S
Cornelia Cr, Corpus Christi, TX
78408 -TD Auto Finance
Jep 14' Ut 1C4AJWAG4EL162062
Clint Matthew Ward 1602
Memorial Pkwy, Portland, TX
78374 -Bank Of The West
Jep 14' LL 1C4RJFJG8EC329649
David Doyle Brown 5022
Wooldridge Rd, Corpus Christi, TX
78413 -Homeport Federal CU
Dge 13' Sd 1C6RR7PT2DS710945
Christopher B Lydolph 213
Blanco Dr, Portland, TX 78374
-Navy Army CCU
Dge 13' Sd 1C6RR7LT8DS726914
Lorena Salazar Garcia 540 McCall
St, Corpus Christi, TX 78404
-Chrysler Cap
Dge 13' Ut 1C4SDJDT4DC527955

Michael Wayne Casper 15918
Cozumel Dr, Corpus Christi, TX
78418 -Chrysler Cap
Dge 14' Sd 2C3CDXBG5EH155980
John Frank Newby, Jr 431 S
Whitney, Aransas Pass, TX 78336
-Chrysler Capital
Chr 14' Ut 2C4RC1BG0ER111271
George Thomas Noble 5110
Graford, Corpus Christi, TX 78413
-RBS Citizens
Dge 13' Sd 36CUR5DL8DG537507
Stacy Lynn Rebecsek 3178 FM
666, Robstown, TX 78380 -Navy
Army CCU
Dge 13' Sd 1C6RR7FTDS710313
Tammi Delynn Coppage 925
Rosedale Dr, Corpus Christi, TX
78411 -RBS Citizens
Jep 14' Ut 1C4BJMEGXEL128542
Jose A Claudio 2050 Silver Sands
Dr, Corpus Christi, TX 78412
-RBS Citizens
Dge 13' Ut 1C4RDHAG9DC694116
Reba Phillips Sullivan 504 S
County Road 1144, Riviera, TX
78379 -Navy Army CCU
Dge 13' Sd 3C63RRGL7DG577589
Gerry Roberta Hiller 14649
Sweetwater Creek Dr, Corpus
Christi, TX 78410 -Navy Army
CCU
Dge 14' Pk 1C6RR6FT7ES140681
Rogelio A Rodriguez 2309 Holiday
Ln, Corpus Christi, TX 78414
-Security Service FCU

LEGAL NOTICES

NOTICE TO ALL PERSONS HAVING CLAIMS AGAINST THE ESTATE OF JOSEPH LEE SHEINBERG, DECEASED

Notice is hereby given that
original letters testamentary
for the Estate of **JOSEPH
LEE SHEINBERG**
,
Deceased, were issued on
June 11, 2014, in Cause No.
2014-PR-00335-4 pending in
the County Court At Law
No. 4, Nueces County,
Texas, to **ANDREW J.
SHEINBERG**, Independent
Executor, Estate of **JOSEPH
LEE SHEINBERG**
,
Deceased, c/o Gerald W.

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Ostarch, Gary, Thomasson,

Hall & Marks Professional Corporation, P.O. Box 2888, Corpus Christi, Texas 78403. All persons having

Scripture of the Day;

Lord, through all the generations you have been our home!

Before the mountains were born, before you gave birth to the earth and the world, from beginning to end, you are God.

Psalms 90:1-2

claims against this Estate which is currently being administered are required to present them within the time and in the manner prescribed by law.

Dated the 13th day of June, 2014.

Gary, Thomasson, Hall & Marks

Professional Corporation
P. O. Box 2888
Corpus Christi, Texas 78403
(361) 884-1961 FAX (361) 889-5100

By: Gerald W. Ostarch
State Bar No. 1537000
Attorneys for the Estate of JOSEPH LEE SHEINBERG, Deceased