

MEMORIAL FOR ARNOLD FALK

Remarks by Roseann B. Joseph

MAY IT PLEASE THE COURT, fellow members of the Northampton County Bar Association, family and friends of the late Arnold Falk:

I am proud to be giving this memorial in honor of Arnold J. Falk, who was a true gentleman, friend, and scholar.

Every lawyer has had someone like Arnold in their life. He is the one who encouraged and motivated us when we became discouraged, and he helped to make our introduction into the legal profession much easier. If I were to give a title to this speech, I would entitle it "A Tribute to a Teacher."

I worked with Arnold during the summers of 1977 and 1978, when I was attending law school. During those summers, I was actively involved in all phases of Arnold's practice. It was important to him that I got the most out of my summer work experience. The best times I had those summers was when we would sit down together and discuss the cases in which he was currently involved. He would play devil's advocate in order to foster the discussions. Arnold, was truly a kind and humble man. He always complimented me on a job well done. Often times when he would come into my office and see me buried under some files, or if I had a very perplexed look on my face, which in those days was more often than not, he use to take me away for a "coffee break," so that I could, to use Arnold's terminology, "clear the cobwebs." At those breaks, we would discuss all topics. After we returned from these breaks, everything did seem a little clearer. Arnold always had time for my questions, no matter how minor or insignificant they actually were. I was never awkward or shy about talking to Arnold or asking him questions. My summer experiences with Arnold were truly a joy, and I always looked forward to going to the office. I always felt very sad when the summers ended and I would prepare to return to school.

After graduation, I became Arnold's associate. During my entire association with Arnold, I learned a great deal, not only about the law, but most importantly about being a good

lawyer. This learning experience was invaluable. In law school, I perfected my technical skills, such as researching and writing briefs; however, what was absent from the law school curriculum, was an appreciation of what it takes to be a truly successful "lawyer." Arnold taught me what law school did not, that is, the important art of interactions: interactions between lawyer and client, lawyer and lawyer, and ultimately lawyer and the Court.

I most remember the compassion and concern Arnold had for each of his clients. Many times individuals would come into the office who were unable to pay the fee. Arnold would rise to their defense and protect their rights, because he felt they were helpless and had no place to turn. Arnold always looked at the problem from the client's perspective, and if the client saw it as a major problem, he always spent as much time as was necessary to answer the questions and to put the client at ease.

Arnold respected the members of this Court and the Bar Association. He instilled such respect in me. He taught me proper Court room etiquette, and the manner in which to deal with the Court and my fellow lawyers. I remember working on a case one day, and I was very confused about one aspect of it. I went down the hall to Arnold's office, and I told him my dilemma. Arnold opened his desk drawer and took out the lawyers' directory. He called a fellow member of the Bar who had worked in this area of the law previously. A problem I had worked on for hours was suddenly crystallized, and I was ready to leave the office, for the law library, in order to finish my work on this case. It would be easy now that I knew where to look. Arnold yelled for me to stop. When I turned around, he had that boyish grin on his face, and he told me never to forget what I had just learned. One of the most valuable books in our office was the lawyers' directory, because it contained the names of our associates. He said other lawyers will help you when you have a problem, and never be afraid to call and ask for help. To this day, every time I call another lawyer for assistance, I think of Arnold.

Arnold was a devoted family man. Everytime he spoke about his three daughters, Jennifer, Sharon and Michelle, his eyes would glow. He did everything humanly possible to make their life special. He shared a very special relationship with his wife, Janet. He always made time, no matter how busy he was, for his family. We all share in their loss.

I remember in 1979 when Arnold was diagnosed as having cancer. He was in the hospital, the day I was admitted to the

Northampton County Bar. It saddened me to be admitted to the Bar, without Arnold being present. He had been such an important part in my life, and he had been there for me during law school and the Bar examination. Arnold knew I was disappointed, and instead of allowing me to comfort him, he was comforting me, because he knew I was unhappy. Certainly my disappointment was nothing in comparison to his medical problem, but again, as was typical of Arnold, he viewed the problem from your perspective, and he was compassionate and kind. He never used his illness as an excuse, and he rarely talked about it. He was always optimistic, and he lived each day to its fullest, always so grateful and thankful for each day.

Arnold...a man of Knowledge, Compassion and Courage. I truly feel proud to have known Arnold and to have worked with him. He had a definite impact on my life and my career, for those reasons and many others, I will always be grateful. I will never forget Arnold. (September 4, 1987)