JW Consulting, LLC (JWC) is the entertainment consulting arm of Walker and Associates. JWC provides consulting in the areas of artist development, promotions, event planning, event financing, project financing and general business consulting. JW Consulting has successfully promoted the following events Freddie Jackson, Patti Labelle, and the highly successful Urban IMPACT Summit.

Firm Overview
Walker & Associates is a law firm on the move. We make it a priority to adapt to our clients’ business goals by expanding our geographic reach to meet the regional, national and global nature of our clients’ operations. Our attorneys and staff utilize new and innovative ways to serve our clients via electronic communications, accessibility to staff attorneys, and thoughtful and creative fee structures that share risk and reward.

Our staff attorneys serve institutional and industrial clients such as corporations, record labels, recording studios, publishers, newspapers, authors, artists, managers, producers, athletes, educators, technology companies, retailers, service organizations, nonprofit entities and entrepreneurial businesses.

Walker & Associates provides a full range of services on transactions from discreet matters to the largest, most complex cases. Every client is unique. Our primary objective is to provide solutions that maximize clients’ profitability and achieve their business objectives. At Walker & Associates, we believe the best way to do this is to design a service plan tailored to the specific challenges each client faces. Utilizing these principles, we strive to provide the invaluable services our clients expect and deserve.

Client Services
Walker and Associates is a Full Service Law Firm that believes in individual attention. Our staff attorneys serve institutional and industrial clients such as corporations, record labels, recording studios, publishers, newspapers, authors, artists, managers, producers, athletes, educators, technology companies, retailers, service organizations, nonprofit entities and entrepreneurial businesses.

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The Team
James L. Walker, Jr. serves as managing partner of Walker and Associates, LLP, a leading entertainment law firm; president of JW Consulting, LLC, an entertainment consulting, event management and planning company; and managing partner of J. Walker Realty, LLC, a commercial real estate acquisition company.

Walker’s legal practice consists of entertainment, litigation, business, intellectual property and corporate law. Walker started his firm, Walker and Associates, LLP, eight years ago after his tenure at a top-tier Connecticut law firm. Walker’s client list over the years have included, Capitol Records pop superstar Cole; actor Jamie Foxx; Director Bill Duke; BET host Dr. Bobby Jones; award winning writer/producer/arranger Donald Lawrence; WNBA Star Ruthie Bolton-Holifield; Grammy Award Winners Hezekiah Walker, Shirley Caesar, Alberta Walker, Tramaine Hawkins, and Yolanda Adams, and phenomenal international minister Jackie McCullough. Walker’s literary projects have included representing renowned journalist and scholar Dr. Barbara Reynolds, author of the upcoming autobiography of Coretta Scott King; noted author and scholar Randall Robinson; and negotiating with Harper Collins for multi-platinum rapper and actor DMX’s book. Whether in books, recording contracts, or mergers and acquisitions, Walker has developed the legal expertise to close the deal.

Walker’s high profile legal clientele has bolstered his entertainment consulting firm, JW Consulting, LLC. Walker began promoting plays and concerts twenty years ago while in college. In recent times, Walker has promoted Grammy Award Winners Patti LaBelle and Freddie Jackson in concert. Walker has also teamed up with the world’s largest gaming facility, Foxwoods Resort and Casino, to host New England’s largest urban and gospel music summit, The Urban IMPACT Summit. Walker designed the Summit to attract political and industry leaders, athletes, and music artists that impart knowledge to youth and adults in the urban community. The Summit also affords Walker the opportunity to direct and executive produce footage for a season of television programming that airs on The Word Network.

New this year, Walker has launched a commercial real estate acquisition company, J. Walker Realty, LLC. Walker has already made great inroads into this industry with the acquisition of five commercial units in Stamford and Hartford, CT consisting of 36 total units. Walker has another deal pending.

Walker holds a law degree from Howard University and a Master’s of Divinity from Yale University. Walker is an adjunct professor teaching entertainment law at the University of Connecticut School of Law, and he has also taught at Boston College School of Law and the University of Hartford’s Hart School of Music. Walker is writing and editing a sequel to the legendary “This Business of Music” series published by Billboard Books entitled “This Business of Urban and Gospel Music”. In the past, Walker has served as guest commentator on leading entertainment issues for CBS and its affiliate BET, Court TV’s Prime Time Justice, Power of Attorney, Connecticut’s News Channel 8, and he is featured weekly on WTIC 1080 AM. Walker is a member of the Gospel Music Association (GMA) and Gospel Music Workshop Association (GMWA).

Above all, Walker age 38 is married to Los Angeles native Cristi C. Walker, former in-house counsel with Northeast Utilities and partner in Walker and Associates. The couple has four children (Jordan, 13, James III, 11, Kristian Joi, 8, and Zion, 4).
Armed with more than 16 yrs in Corporate America at IBM and 10 yrs of Event Planning experience, Sharon Jarrett left the halls of Corporate America to pursue her life long passion of event management & public relations full-time. Joining IBM with a B.S. in Accounting from Tuskegee University, she held various positions in Accounting, Corporate Internal Audit and Marketing & Sales. Her corporate career includes 5 yrs of Internal Audit. With a proven ability to quickly analyze key business drivers and develop strategies to grow the bottom-line, Sharon was quickly recognized as a Lead Auditor and led several complex financial, operational and compliance audits across multiple brands & industries.

This experience positioned her well to next serve as Project Lead for IBM America’s (US, Canada and Latin America) Configured Hardware Rapid Delivery Program. In this role she was responsible for the overall management of daily operations including the successful year-to-year attainment of revenue objectives ($36M), introduction of new products, marketing, customer satisfaction and business controls.

While Sharon found the corporate roles somewhat exciting & challenging from time to time, it was her work as an event professional that she was most passionate about. Coordinating and hosting “timely” Black-Tie dinners for 600; successful one-day conferences; diversity expos and a national book tour for NY Times Best-Selling authors were the events that she found most exhilarating and knew that had to pursue her true calling. Sharon’s heartbeat is the flawless execution of a well designed event plan and as a former project executive with solid experience in Accounting, Internal Audit, Marketing & Sales; she thoroughly understands the need for both business expertise and creativity.

Her detailed approach to events, regardless of the size has allowed her to plan and produce several successful events over the years. In addition to her work, community involvement has always been a priority for Sharon and she currently serves on the Board of Directors for the Yerwood Community Center in Stamford, CT and Co-Chair of the Stewardship & Tithing Ministry of Union Baptist Church. Sharon and her husband Steven reside in Norwalk, CT with their two children Royce & Tori.
HERE comes a time when every parent must lay down the law. For James and Cristi Walker, who are lawyers and parents of four children—Jordan, 12, James, 10, Kristian, 8, and Zion, 3—that involves pulling together as a family in their daily routine.

Most working parents find it a challenge to juggle peanut butter sandwiches and corporate agendas. But for the Walkers, whose family motto is, “We can do all things through Christ who strengthens us,” it’s all about prioritizing your life.

“Everybody is in-sync,” says James, who along with Cristi, has a BlackBerry so that they can track real estate closings, meetings and telephone conferences held at Walker & Associates, LLP, their 12-person entertainment law and real estate office, based in Connecticut. Add to their schedule son James’ three-times-a-week football practice games, which either James or Cristi attends regularly.

One of the things that keeps his family’s busy schedule humming smoothly is old-fashioned teamwork, according to James, who represents some big names in the music industry, including DMX, the Rev. Shirley Caesar, and singers Bobby Jones and Freddie Jackson.

Every morning, 12-year-old daughter Jordan starts her day at 6 a.m. in order to make it to her Catholic school on time, while son James, known as L.J., and Kristian, wake up an hour later to attend public school. Before everyone de-
During study time, James Walker helps son L.J., 10, with his computer while Zion, 3, and Kristian, 8, work on their individual projects. Cristi Walker (below) takes time to help Jordan with her homework.

parts the house, there is usually a family prayer. The baby of the family, Zion, goes off to day care with mom or dad three days a week. In addition, two days of the toddler’s week are spent in his parents’ law firm, where he naps on a sofa in one of the offices for a few hours, then heads to a corporate lunch of hot dogs and fries at a nearby restaurant with his father.

“The first thing is that you have to break all the traditional roles,” says James. “Whatever needs to get done, you have to get it done. If that means that I have to get in the kitchen and cook, or go to the store and pick up pizza when Cristi has to work late, I do it. It means Cristi has to jump in and take our son to football practice and help him with that when I am working... As a father of four and a business owner, the process is difficult, but do-able, if you put God first and family first. I spend Monday through Friday very disciplined and build my schedule around who has a football game, soccer game, church recital, acting class, art class or karate class.”

James, who has degrees in jour-
nalism and law from Howard University as well as a master’s degree in divinity from Yale, also teaches at the University of Connecticut Law School. Cristi has a degree in psychology from UCLA and a law degree from Howard University, where the couple met.

They have been married for 12 years and live in North Stamford, an exclusive community where they purchased and built a 10,000-square-foot, 20-room home for $2 million. Among the Walker home’s amenities are a 10-seat movie theater/mini game room, exercise room, music studio and private apartment for Cristi’s mom, who helps with the kids.

There are no nannies, chefs, butlers or housekeepers. “We don’t believe in any of that,” says James, who was raised in Connecticut by his grandmother, who insisted that he clean the house on Saturday mornings. “It’s like the old days,” says Cristi, who gets up 4 or 5 a.m. to get work done before the children get up. “My older daughter takes out food for dinner and starts prepping before I get home around 5 p.m.”

After dinner, Cristi makes sure that she has the children’s school agenda—homework assignments, PTA meetings and teachers’ conferences—on her radar. The Walker children have been taught to embrace their daily routine, from homework to domestic chores. L.J., who sings and plays football, sometimes cooks breakfast for the family. Jordan, an A-student, often takes on the job of doing laundry. Kristian, an aspiring actress, also takes on the job of doing laundry. Kristian, an aspiring actress, also helps with housework, including taking out the trash, washing dishes and sweeping floors. The older children also

Continued on Page 146
work can they schedule free time to do the things they enjoy.

As young and aspiring lawyers, James and Cristi worked long hours, often from 6 a.m. to 6 p.m. In 1998 the Walkers opened their own law firm in the basement of their first home. The family moved to Stamford in 2003 and Cristi and James opened their firm inside a commercial office space in the Midtown area. Both admit that being entrepreneurs of several businesses actually allows their schedules more flexibility—a must for working parents. For example, if a child is sick, Cristi or James works from home.

Another job perk for the Walkers is meeting famous entertainers and celebrities and, from time to time, James brings home his well-known clients, thereby exposing their children to the celebrity lifestyle. However, the couple plans to keep their children grounded. For instance, Wednesday night is family Bible study. Church on Sundays is a constant. And James makes it a point to never be away from home more than 2 to 3 days on business, unless it is absolutely necessary. He also has dinner with his family as often as possible.

Above all, their children know, according to James, that even if mom and dad are busy, “They are one another’s best friend... We are best friends. We’re all we’ve got. We tell them, ‘There are four of you in this house. So, have one another’s back.’”

PARENTING  Continued
check one another’s homework, and they all keep an eye on baby Zion, assisting him in toilet-training and brushing his teeth. Grandma is there too, just in case.
The young parents admit that they are strict disciplinarians who “try hard not to spank, but on occasion, [the children] will get a spanking.” Perhaps that attitude contributes to the the Walkers’ workable family schedule, which charts each child’s responsibilities and is coordinated by Cristi Walker. The schedule is flexible, she admits. But only after the children finish their chores and home-
North End Investments Prosper
Stamford attorney sees profits in risky Hartford housing

By Diane Weaver Dunne
Hartford Business Journal Staff Writer

Straight from a courthouse in Hartford, attorney James Walker Jr. drove to Hartford’s North End to meet with some of his tenants, who live in one of the four apartment buildings he purchased for $1.6 million in April.

He purchased 7 Norfolk Ave., a 13-unit apartment brick apartment building, and 83 Blue Hills Ave., a Victorian home that has been converted into nine studio apartments.

In the city’s North End, he also purchased two other properties: 445-447 Barbour St., and 451-453 Barbour St.

Walker says that some of his friends asked, “Aren’t you afraid to go to Barbour Street alone?”

Walker shakes his head.

“I grew up in the projects in Bridgeport and I saw a lot of my friends do drugs, get locked up. Some died,” he said. “I used to live here,” he said, referring to a similar low-income urban neighborhood.

Entrepreneurial Zest

But Walker’s life is a far cry from the days of his youth. He now runs a multi-million business in Stamford. A team of 12 employees focuses on entertainment and sports law, a practice he runs with his wife, Cristi, also an attorney.

In addition to managing Walker’s 10 real estate holdings, his business ventures include another team of about 10 employees who organize an annual four-day Urban Impact Summit at Foxwoods Resort Casino.

Despite his success, Walker says he hasn’t forgotten where he came from. His background, he says, helps him connect with his tenants.

Most of Walker’s tenants receive federally funded Section 8 housing vouchers that subsidize their rents.

Growing up poor, Walker wasn’t that different from his tenants, and believes that if you understand and respect your tenants, they will respect you.

Martha Ramos, a tenant at one of the Barbour Street buildings, said there is a difference between Walker and the previous owner. Walker visits them, unlike the previous landlord who was “not a people person,” she explained.

On this particular visit, Walker opens his trunk and hands Ramos some flowers to plant. The thin woman, with rake in hand, smiles broadly. She asked him for the flowers on a previous visit because she believes flowers will spruce up the front of the building.

“When you buy a property like this, you are investing in the people,” Walker said. He knows his tenants by name, and points to their accomplishments, like the 55-year-old Capital Community College nursing student who also works full-time, or the police dispatcher.

Walker has been investing in real estate for 10 years, including a commercial building in Stamford. The reason he selected the Hartford residential properties – two in one of the city’s poorest and most violent neighborhoods – is because he asserts that those who can, should.

“Those who have the resources and know-how have to go into the cities and renovate them,” Walker said. “I don’t want any resident to live in an apartment that I wouldn’t live in.”
Liquor firm integration begins

Allied workers await plans

By Harold Davis
Special Correspondent

The fate of 140 employees at Allied Domecq North America in Westport is still to be determined. Allied’s parent company, Allied Domecq PLC of Bristol, England, was recently acquired by Pernod Ricard of Paris.

Pernod Ricard’s U.S. headquarters in White Plains, N.Y., and Illinois-based Fortune Brands completed the acquisition for $13.3 billion on July 26. It has been referred to as the biggest deal in the industry since 1997.

Pernod Ricard reported $344 million in operating profit in the first half of this year, General Director Pierre Pringuet said yesterday.

The combination of the companies will dramatically enhance the new company’s presence in the United States and double growth from 5 percent to 10 percent in value and 4 percent to 8 percent in volume, Pringuet said.

Changes in the company’s makeup will begin to occur by early January, he said.

“The integration of the companies is just starting to take place. There have been some initial appointments made and a lot more to be expected,” said Jack Shea, a spokesman for Allied.

Shea said some Allied employees have been offered positions with Fortune Brands, and others would go to Pernod Ricard. In addition, the Allied brands would be divided up among Pernod Ricard and Fortune.

“Pernod and Fortune have teamed up as part of the deal and will split up the brands. The bulk of the brands will go Pernod Ricard,” Shea said.

Fortune Brands will get Allied’s portfolio of Sauza Tequila, Canadian Club and Courvoisier.

Pernod will acquire Allied’s portfolio which includes Patrón, Jose Cuervo, Deleon, Malibu and Mumm brands.

Pernod Ricard’s existing portfolio includes Chivas Regal, Martell, Jameson and The Glenlivet, the number one selling single malt in the United States.

By R. Boo
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