



## Kristi W. Richard

### MEMBER

Kristi Richard is a Member in the business section of the firm, resident in our Baton Rouge office. She advises business clients, including small businesses, lenders, insurance companies and producers regarding general business and corporate matters, insurance regulation and compliance issues, and commercial lending. Kristi also advises clients in matters of Louisiana wills, trusts and estates.

#### Business

Kristi regularly advises clients in all aspects of corporate governance and internal structure and sales, including asset and stock acquisitions, sales and mergers.

#### Insurance Regulation and Compliance

Kristi routinely represents insurance companies and producers in the structuring of credit insurance policies and programs and ancillary products and services, in addition to form, rate and other filings.

#### Estate Planning – Wills and Trusts

In her trusts and estates practice, Kristi assists clients in the preparation of wills and trusts and in succession matters.

#### Construction

Kristi represents clients in the areas of contract negotiation and contractor licensing and compliance.

#### Professional Affiliations

- Louisiana State Bar Association, Young Lawyer's Division (District 5 Representative, 2014–present), Wills for Heroes Co-Chair (2014–2016), Leadership Program (2012–2013)
- Baton Rouge Bar Association, Holiday Star Committee (2015 Chair)
- Baton Rouge Area Chamber, Baton Rouge Area Leadership Program, 2015 Graduate

#### Honors

- Bat P. Sullivan, Jr. Chair's Award, Louisiana State Bar Association Young Lawyers Division, 2018
- *Louisiana Super Lawyers* "Rising Star" (Business/Corporate), 2018, 2019

#### Community and Other Activities

- Louisiana State University, Sports Law and Business Law, Adjunct Professor
- Junior League of Baton Rouge, Executive Management (2015–2016), Board of Directors (2016–2017), Chief Financial Officer (2017–2018)
- March of Dimes, Capital Area Division, Board of Directors, 2010–2014

#### Experience

##### Uniform Commercial Code counsel to telecommunications company and its subsidiaries in connection with a securitization of receivables transaction

Issued approximately 20 UCC perfection opinions based on various states' versions of the UCC in connection with at least two tranches of this transaction.

##### Local counsel and title agent in connection with the acquisition of approximately nine separate parcels of land

#### Service Areas

Commercial Finance

Construction

Corporate

Insurance Regulation and Compliance

Insurance Regulatory and Compliance - Auto Finance

Mergers and Acquisitions

Securities

Wills, Trusts & Estates

#### Education

Louisiana State University  
Paul M. Hebert Law Center,  
J.D., 2009, *magna cum laude*

Louisiana State University  
Paul M. Hebert Law Center,  
D.C.L., 2009, *magna cum laude*

Louisiana State University,  
M.B.A., 2009

Louisiana State University,  
B.S., Management, 2004,  
*summa cum laude*

#### Admissions

Louisiana

U.S. District Court for the Eastern District of Louisiana

U.S. District Court for the Middle District of Louisiana

U.S. District Court for the Western District of Louisiana

U.S. Court of Appeals for the Fifth Circuit

#### Office

Baton Rouge

#### Email

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#### Telephone

(225) 382-3704

#### Fax

(225) 343-3076

\* indicates primary office

Acquisition involves multiple different owners and a complicated servitude parking agreement with the city.

Local counsel and title agent in connection with construction financing for a student housing project

Representation of Detroit Big 3 manufacturer in connection with client's initial foray into aftermarket sales of ancillary products

Product initiatives include motor vehicle service contracts, guaranteed automobile protection, tire and wheel protection, and the like. Provide structure, advice, and consultation in ongoing representation.

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## Recent Publications

- October 25, 2019 [A lender's guide to refund fees and charges of ancillary products](#)  
Auto Finance Excellence
- October 13, 2016 [New Government Contract Opportunities for Women-Owned Small Businesses](#)  
Effective September 30, 2016, the Federal Acquisition Regulatory Council finalized its Interim Rule amending the Federal Acquisition Regulation.  
McGlinchey Government Contracts Alert

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## Events

- January 17, 2020 [Transactions 101](#)  
Louisiana State Bar Association  
2020 Louisiana Young Lawyers' Conference  
Baton Rouge, LA
- November 15, 2019 [Ethics and Professionalism in the Transactional Context: Ruminations Part 9.5](#)  
ABA Business Law Section  
Commercial Finance Committee CLE Fall Forum  
New York, NY
- October 16, 2019 [State Law and Examination Trends in Ancillary Products](#)  
2019 Consumer Finance Legal Conference  
New Orleans, LA
- October 15, 2019 [Insurance and Ancillary Products Q&A](#)  
2019 Consumer Finance Legal Conference  
New Orleans, LA
- April 11 & 18, 2019 [Powerful Voices - Women in Leadership](#)  
**Baton Rouge**  
Thursday, April 11, 2019  
8:00 a.m. - 9:30 a.m.  
  
The Emerge Center  
7784 Innovation Park Drive  
Baton Rouge, LA 70820  
  
**New Orleans**  
Thursday, April 18, 2019  
8:00 a.m. - 9:30 a.m.

McGlinchey Stafford  
601 Poydras Street, Suite 1200  
New Orleans, LA 70130

- January 9, 2019 [Like a Box of Chocolates; You Never Know What You're Gonna Get: Multi-Member LLC Interests as Collateral and the New Model Form Security Agreement for Security Interests in LLC Membership Interests](#)  
Association of Commercial Finance Attorneys Meeting  
New York, NY
- October 18, 2018 [Ancillary Products in the News: CPI Issues, Examination Attention, Licensing, and Litigation Issues](#)  
2018 Consumer Finance Legal Conference New Orleans, LA
- October 18, 2018 [Insurance / Ancillary Products Q&A](#)  
2018 Consumer Finance Legal Conference New Orleans, LA
- January 30, 2018 [Hot Topics and Trends in Ancillary Products](#)  
American Financial Services Association (AFSA) Law & Compliance Symposium  
San Diego, CA
- October 12, 2017 [Insurance 101: The Basics of Insurance in Personal Property Financing](#)  
16th Annual Consumer Finance Legal Conference  
New Orleans, LA
- October 12, 2017 [Ancillary Products and Credit Products Legislative Update](#)  
16th Annual Consumer Finance Legal Conference  
New Orleans, LA
- September 13, 2017 [Disruptors: Powerful Women Blazing a Path Beyond the Norm](#)  
Baton Rouge Arts Council Office  
Baton Rouge, LA
- September 29, 2016 [State of the Nation with Ancillary Product Update Maps](#)  
15th Annual Consumer Finance Legal Conference  
New Orleans, LA
- June 14, 2016 [Powerful Voices: Women in Leadership in Business and Community](#)  
LSU Museum of Art  
Baton Rouge, LA
- October 23, 2015 [Roundtable Discussion: Hot Topics in Personal Property Ancillary Products](#)  
14th Annual Consumer Finance Legal Conference  
The Ritz-Carlton New Orleans  
New Orleans, LA
- January 31, 2015 [Starting Your Own Business and Costly Business Catastrophes](#)  
SCORE® "Starting and Managing Your Business" Seminar  
Baton Rouge, LA
- December 16, 2014 [Estate Planning in 2014](#)  
Halfmoon Education / Foxmoor Continuing Education  
New Orleans, LA

- October 16, 2014 [Emerging Topics in Ancillary Products Business](#)  
13th Annual Consumer Finance Legal Conference  
The Ritz-Carlton New Orleans  
New Orleans, LA
- October 16, 2014 [Legal Issues Impacting Electronic Chattel Paper and Electronic Transactions](#)  
13th Annual Consumer Finance Legal Conference  
The Ritz-Carlton New Orleans  
New Orleans, LA
- October 17, 2013 [Recent Developments in Ancillary Products Regulation](#)  
12th Annual Consumer Finance Legal Conference  
New Orleans, LA
- April 6, 2013 [More than IOU: Understanding, Drafting and Negotiating Credit Agreements](#)  
ABA Business Section Young Lawyers Institute  
Washington DC
- October 26, 2012 [Can You Keep A Secret?: The Accountant-Client Privilege](#)  
LCPA's Forensic and Litigation Services Workshop
- October 18-19, 2012 [Credit Card Insurance and GAP Product Refund and Refinancing Options](#)  
11th Annual Consumer Finance Legal Conference

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#### News Results

- December 19, 2019 [Twenty-two McGlinchey Stafford Attorneys Named to Louisiana Super Lawyers 2020](#)  
McGlinchey News Release
- January 4, 2019 [Twenty-three McGlinchey Stafford Attorneys Named to Louisiana Super Lawyers 2019](#)  
McGlinchey News Release
- August 31, 2018 [McGlinchey Stafford Member Kristi Richard Receives Louisiana State Bar Association Young Lawyers Division Award](#)  
McGlinchey News Release
- January 25, 2018 [McGlinchey Stafford Speakers at AFSA's Inaugural Law & Compliance Symposium](#)  
McGlinchey News Release
- December 28, 2017 [Twenty-Six McGlinchey Stafford Attorneys Recognized in Louisiana Super Lawyers 2018](#)  
McGlinchey News Release
- January 5, 2017 [McGlinchey Stafford Names Kristi W. Richard as a Member of the Firm](#)  
McGlinchey News Release
- January 5, 2017 [McGlinchey Stafford Names Seven New Members in 2017](#)  
McGlinchey News Release

- July 21, 2015 [Kristi W. Richard Completes Baton Rouge Area Leadership Program](#)  
McGlinchey News Release
- October 30, 2009 [McGlinchey Stafford Welcomes Kristi Richard to the Baton Rouge Office](#)