



James L. Windsor
Partner

T (757) 873.6308
F (757) 873.6359
jlwindsor@kaufcan.com

Jim is a partner in the firm's Newport News and Virginia Beach offices and is the Chairman of the firm's Title Insurance Practice Group. AV® Preeminent rated by Martindale Hubbell, Jim's practice includes a broad range of civil litigation, with an emphasis on title insurance, real estate, construction, malpractice, creditor's rights and collection.

practice areas

- Title Insurance & Title Resolution
- Government Contracts & Construction
- Litigation

recognition and honors

- Virginia Super Lawyers, Real Estate Law; *Law & Politics*, 2006, 2011
- Virginia's Legal Elite, Construction Law; *Virginia Business Magazine*, 2007–2011
- Virginia's Legal Elite, Real Estate and Construction Law; *Virginia Business Magazine*, 2003–2004
- Phi Delta Phi; President, 1984
- Moot Court Board, 1984–1985
- The Order of Barristers

associations

- Virginia State Bar; Board of Governors, Young Lawyers Conference, 1991–1994
- Virginia State Bar; 7th Circuit Representative, Young Lawyers Conference, 1989–1991
- Virginia State Bar; Board of Governors, Construction Law and Public Contracts Section, 1998–2001
- Virginia State Bar
- Virginia Land Title Association
- Newport News Bar Association
- Christopher Newport University, School of Business and Economics; Dean's Advisory Board, 1989–1990
- The Salvation Army of the Virginia Peninsula; Advisory Board, 1989–2000
- Coliseum Hampton Rotary Club, 1988–1996; Board of Directors, 1988–1990
- Peninsula Rotary Club, 1996–1998
- Leadership Institute of the Virginia Peninsula, 1991
- United Way of the Virginia Peninsula; Fund Raising Campaign Chairman, Newport News Attorneys' Division, 1993–1994
- Leadership Institute of the Virginia Peninsula, 1994–1997; Program Chairman, State Government Day
- Future of Hampton Roads, Inc.; Board of Directors, 1994–1997
- Virginia Peninsula Economic Development Council; Board of Directors, 1994–1997

associations (cont.)

- Virginia Peninsula Chamber of Commerce; Board of Directors, 1997–1999
- Sarah Bonwell Hudgins Foundation; Board of Trustees, 2005–2008

education

- James Madison University; B.S., *cum laude*, 1982
- University of Richmond School of Law; J.D., 1985

press and publication

- Virginia Supplement to Modern Real Estate Practice, Longman Financial Institute, Inc., Chicago, Ill. (1989); Perfection and Enforcement of a Mechanic's Lien in Virginia: A Defense Lawyer's Perspective, 25 U. Rich. L. Rev. 291, 1991
- *Caveat Emptor vs. Fraud*, The Virginia Realtor, pp. 15-16, Jan.-Feb.-Mar. (1991)
- "Acceleration" "Assignment of Rents," The Ins and Outs of Foreclosure in the 90's, Virginia Law Foundation, 1991
- Personal Liability Under Virginia Code § 43-11: An Underutilized Remedy, VSB Litigation News, Vol. 10, No. 2, Winter 1994
- Virginia Title Insurance Claims Manual; co-authored, 2001
- "Mechanic's Lien" chapter in Enforcement of Liens and Judgments in Virginia, Virginia Continuing Legal Education, 1999–present
- "Equitable Subrogation in Virginia;" Virginia Land Title Association Examiner, 2001
- "Mechanic's Lien" chapter in Debt Collection for Virginia Lawyers – A Systematic Approach; Virginia Continuing Legal Education, 2002–present
- "Record No. 060713, Jan. 12, 2007 – (undue influence), Virginia Supreme Court: *Bailey v. Turnbow*", VLTA Examiner, 2007
- "Mechanic's Lien" chapter in Virginia Construction Law Deskbook; Virginia Continuing Legal Education, 2008–present
- "27th Annual Real Estate Seminar: Virginia's Real Estate Case Law", The Fee Simple, co-authored, May 2009
- "Buying Distressed Property: When is a Deal Not a Deal?", The Fee Simple, co-authored, May 2009

seminars and presentations

- Title Insurance, Real Estate, Malpractice and Creditors' Rights
 - ABA - TIPS Spring CLE and Leadership Forum – "There Has Been A Defalcation. Now What?" 2011
 - Virginia CLE – 29th Annual Real Estate Practice Seminar: "Case Law Updates," 2011
 - Virginia CLE – 15th Annual Advanced Real Estate Seminar: "Easements: Practical Tips for the Advanced Real Estate Lawyer," 2011
 - VLTA Title Examination Symposium: "The Title Insurance Policy: Mistakes, Claims and Solutions," 2010
 - "Virginia Title Insurance Claims" and "Effective Recoupment Strategies" in-house seminar for Fidelity National Title Group, Inc., Omaha, NE, 2010
 - "Virginia Title Insurance Claims: Effective Recoupment Strategies" in-house seminar for Fidelity National Title Group, Inc., Jacksonville, FL, 2010
 - "Effective Strategies for Title Clearance in Virginia" in-house seminar for Fidelity National Title Group, Inc., Dallas, TX, 2010
 - Lawyers Title Insurance Corporation Fall Seminar - "Anatomy of a Title Insurance Policy," Virginia Beach, VA, 2009
 - Lawyers Title Insurance Corporation Fall Seminar - "Anatomy of a Title Insurance Policy," Richmond, VA, 2009
 - "Virginia Title Insurance Claims" in-house seminar for Fidelity National Title Group, Inc., Jacksonville, FL, 2009
 - "Virginia Title Insurance Claims" in-house seminar for Investors Title Insurance Company, Chapel Hill, NC, 2009
 - Virginia CLE – 27th Annual Real Estate Practice Seminar: "Case Law Updates," 2009
 - "Virginia Title Insurance Claims" in-house seminar for Fidelity National Title Group, Inc., Omaha, NE, 2009
 - "Virginia Title Insurance Claims" in-house seminar for Fidelity National Title Group, Inc., Irvine, CA, 2009
 - "Virginia Title Insurance Claims" in-house seminar for Old Republic National Title Insurance Company, Wayne, PA 2009

seminars and presentations (cont.)

- Virginia CLE Webcast: "Title Issues in Buying Distress Property – Title Defects 101," 2009
- Virginia State Bar Winter Meeting – Real Estate Section: "Real Estate and Title Litigation Issues and Strategies," 2009
- "Closing Issues: Title Objections and Solutions," sponsored by Fidelity National Title Insurance Company, 2007
- "Curing Title Defects," sponsored by NBI, Inc., 2007
- "Resolving Real Estate Title Defects," sponsored by NBI, Inc., 2007
- "How to Obtain Good Title in Real Estate Transactions," sponsored by NBI, Inc., 2007
- "Real Estate Law: Advanced Issues and Answers," sponsored by NBI, Inc., 2007
- Virginia State bar Association Summer Meeting – Real Estate Section: "Anatomy of a Title Insurance Policy," 2007
- "Fundamentals of Real Estate Closings in Virginia" sponsored by Lorman Education Services – "Title Insurance and Title Issues in Virginia" and "Closing Issues – Title Objections and Solutions, Selected Issues," 2006
- "Fundamentals of Real Estate Closings in Virginia" sponsored by Lorman Education Services – "Title Insurance and Title Issues in Virginia" and "Closing Issues – Title Objections and Solutions, Selected Issues," 2005
- "Troubleshooting Title and Title Insurance Problems – "Anatomy of a Title Insurance Polic," sponsored by NBI, Inc., 2006
- Virginia Land Title Association 2006 Annual Convention – "Recent Legislative Developments and Case Law Updates" (Instructor approval by the Insurance Testing Corporation under authority of Virginia Insurance Continuing Education Advisory Board)
- Virginia Land Title Association 2005 Annual Convention – "Recent Legislative Developments and Case Law Updates" (Instructor approval by the Insurance Testing Corporation under authority of Virginia Insurance Continuing Education Advisory Board)
- Virginia Land Title Association 2003 Annual Meeting – "Case Law Updates" (Instructor approval by the Insurance Testing Corporation under authority of Virginia Insurance Continuing Education Advisory Board)
- Virginia Land Title Association 2000 Annual Meeting – "Recent Developments in Title Insurance Law in Virginia", "There Has Been a Defalcation – Now What?" (Instructor approval by the Insurance Testing Corporation under authority of Virginia Insurance Continuing Education Advisory Board)
- Virginia Land Title Association 1998 Annual Meeting – "Mechanic's Lien Agent Law: Update 1998, The 'Insuring Provisions,' Recent Case Law Developments Involving Titles and Title Insurance" (Instructor approval by the Insurance Testing Corporation under authority of Virginia Insurance Continuing Education Advisory Board)
- Virginia Land Title Association 1996 Annual Meeting – "Perfection and Enforcement of a Mechanic's Lien: A Defense Lawyer's Perspective and Title Insurance Issues" (Instructor approval by the Insurance Testing Corporation under authority of Virginia Insurance Continuing Education Advisory Board)
- 9th Annual Advanced Real Estate Seminar sponsored by the Real Property Section of the Virginia State Bar – "Resolving Title Disputes: Part I – Remedies and Judicial Tools For the Real Estate Practitioner and Title Insurance in Virginia: Annotated (Selected Issues)," 2005
- 21st Annual Real Estate Practice Seminar sponsored by the Real Property Section of the Virginia State Bar -- Easement Issues: "Easements," 2003
- American Association of Residential Mortgage Regulators – Mortgage Regulator Fraud School, "Title Insurance and Real Estate Fraud," 2001
- Chicago Title Insurance Company seminar - "Curing Title Defects" and "There Has Been a Defalcation! Now What?," 2006
- "Curing Title Defects," "Transferring Title to Real Estate," sponsored by HalfMoon, L.L.C., 2001
- "Curing Title Defects," "Transferring Title to Real Estate," sponsored by HalfMoon, L.L.C., 2002
- "Practical Real Estate Title Skills in Virginia – Liens on Real Property, sponsored by HalfMoon, L.L.C., 2004
- Fidelity National Title Insurance Company of New York Fall Seminar and Workshop – "Easements," 2003
- "Virginia Title Insurance Claims" annual seminar for regional claims officers of Chicago Title Insurance Company/Fidelity National Title Insurance Company, 1998, 1999, 2000
- LandAmerica Central Virginia Agency Spring Seminar - "There Has Been a Defalcation! Now What?" and "Curing Title Defects," 2006
- Title insurance and mechanic's liens seminar sponsored by Fidelity National Title Insurance Company and York Title, 2003

seminars and presentations (cont.)

- Title insurance and mechanic's liens seminar sponsored by Old Republic National Title Insurance Company, 2002
- Title insurance and defalcation seminar sponsored by First American Title Insurance Company, 2002
- "Recent Developments in Title and Title Insurance Law in Virginia" seminar sponsored by Lawyers Title Insurance Corporation, 2000
- "Section 43-11" and "Joint Check Agreements," sponsored by National Association of Credit Management, 2007
- "Section 43-11" and "Joint Check Agreements," sponsored by National Association of Credit Management, 2006
- "Revenge of the Dirt Lawyers II" seminar sponsored by the Richmond Bar Association, 2000
- "Avoiding Legal Malpractice Claims and Ethical Complaints in Commercial Real Estate and Business Law," seminar sponsored by The Virginia Insurance Reciprocal
- Read Commercial Properties, Inc. – "Dual Agency"
- Goodman Segar Hogan Commercial Real Estate Company – "Dual Agency"
- Kaufman & Canoles, P.C., in-house seminars regarding title examination
- City of Portsmouth/Treasurers' Association of Virginia – "Delinquent Tax Sale Process," 2006
- City of Suffolk/Treasurers' Association of Virginia – "Delinquent Real Estate Tax Sales"
- Kiwanis Club of Smithfield – "Delinquent Tax Collection"

- Construction and Mechanic's Liens
 - Virginia CLE – "Nuts and Bolts Introduction to Virginia's Mechanic's Lien Law," 2011
 - "Virginia Mechanic's Lien Claims" in-house seminar for Fidelity National Title Group, Inc., Omaha, NE, 2010
 - Hampton Roads Utility and Heavy Contractors – "How to Get Paid," 2010
 - Virginia CLE Webcast – "Successful Strategies With Virginia's Mechanic's Lien Law," 2010
 - "Virginia Mechanic's Lien Claims" in-house seminar for Fidelity National Title Group, Inc., Jacksonville, FL, 2009
 - Virginia CLE – "Mechanic's Liens: Practical Tools for Investigating, Perfecting and Enforcing," 2007
 - Virginia CLE – "Everything You Need to Know About Mechanic's Liens," 2007
 - Virginia CLE - "Debt Collection 101: Keys to a Successful and Profitable Practice" – "Mechanic's Liens," 2006
 - "Construction Lien Law in Virginia," sponsored by Lorman Education Services – "Mechanic's Liens in Virginia: Selected Issues," 2004
 - Virginia Land Title Association Title Agents" Seminar: Mechanic's Lien Law and Title Insurance Underwriting - "Mechanic's Liens in Virginia: Selected Issues," 2004
 - Mechanic's Lien Law in Virginia sponsored by Virginia CLE, 2003
 - 19th Annual Virginia CLE Fundamentals Course – "Enforcement of Liens and Judgments in Virginia," 2003
 - 7th Annual Advanced Real Estate Practice Seminar sponsored by the Real Property Section of the Virginia State Bar – "Mechanic's Liens: Selected Issues for Real Estate Lawyers," 2003
 - "Virginia Construction Law: "How to Get Paid, Perfection and Enforcement of a Mechanic's Lien in Virginia," sponsored by Lorman Education Services, 1999–2002
 - Debt Collection for Virginia Lawyers: A Systematic Approach, sponsored by Virginia CLE – "Mechanic's Liens," 2003
 - 26th Annual Meeting of the Construction Law and Public Contracts Section of the Virginia State Bar – Mechanic's Liens: "Real Estate and Title Insurance Aspects"
 - 23rd Annual Meeting of the Construction Law and Public Contracts Section of the Virginia State Bar – Mechanic's Liens: "Frequently Raised Issues and Creative Strategies"
 - 18th Annual Meeting of the Construction Law and Public Contracts Section of the Virginia State Bar – Advanced Workshop on Mechanic's Liens: "An Inventory of the Arsenal"
 - 16th Annual Meeting of the Construction Law and Public Contracts Section of the Virginia State Bar – Mechanic's Liens: "An Inventory of the Arsenal"
 - 55th Annual Meeting of the Litigation Section of the Virginia State Bar – "Perfection and Enforcement of a Mechanic's Lien in Virginia: A Defense Lawyer's Perspective"
 - Virginia Association of Roofing Contractors Annual Meeting – "Perfection and Enforcement of a Mechanic's Lien in Virginia"
 - Hampton Roads Utility and Heavy Contractors – "Perfection and Enforcement of a Mechanic's Lien in Virginia"

seminars and presentations (cont.)

- Pioneer Title Insurance Company (Peninsula Office) – “Perfection and Enforcement of a Mechanic’s Lien in Virginia”
- Electrical Contractors Association – “Perfection and Enforcement of a Mechanic’s Lien in Virginia”
- Goodman & Company, CPAs (construction and related issues seminar) – “Perfection and Enforcement of a Mechanic’s Lien in Virginia”
- Chicago Title Insurance Company (Norfolk Office) – “Perfection and Enforcement of a Mechanic’s Lien in Virginia”
- Chicago Title Insurance Company (Peninsula Office) – “Perfection and Enforcement of a Mechanic’s Lien in Virginia”
- Peninsula Housing & Builders Association: “Effective Collection of Debts Under Virginia Law”
- Newport News Legal Secretaries Association – “Perfection and Enforcement of a Mechanic’s Lien in Virginia”
- Peninsula Legal Assistants – “Perfection and Enforcement of a Mechanic’s Lien in Virginia”
- Peninsula Homebuilders Association – “Perfection and Enforcement of a Mechanic’s Lien in Virginia”
- Peninsula Mortgage Bankers Association – “Perfection and Enforcement of a Mechanic’s Lien in Virginia”
- Peninsula Remodelers Council – “Perfection and Enforcement of a Mechanic’s Lien in Virginia”
- Virginia CLE (Virginia State Bar) (1996) – “Selected Hot Issues in Virginia Mechanic’s Lien Law”
- Old Republic National Title Insurance Company – “Perfection and Enforcement of a Mechanic’s Lien and Title Insurance Issues”