

Aunisa M. Craig, Attorney

Washington Bar # 61022, Texas Bar #24140467

Craig Legal Services, P.S.
625 Atkinson Ave., Copperas Cove, TX 76522
Phone: (406) 334-0514 Email: acraig@craiglegalservices.com

PROFILE: Asian-American woman with distinguished military service as an Army officer and an executive-level business professional with more than ten years' experience in commercial sales and upper program management. Eight additional years of legal drafting in commercial litigation, general civil litigation, corporate/commercial transactional work and bankruptcy.

Highly regarded for the ability to offer the following skillset:

3-Dimensional Strategist	Commercial/Civil Litigation	Business Acumen
Transactional Savvy	Major Projects Management	Risk Mitigation
Client Focused/Facing	Fact Intensive Pleadings	Minimal Supervision Required

EMPLOYMENT

CRAIG LEGAL SERVICES, P.S., a professional services corporation offering attorney-to-attorney services for contract and public legal services in areas of commercial litigation, estate planning, probate, and general civil litigation in the State of Washington.

2023– present. President and Managing Partner. Licensed and operating in multiple states.

- Largest case includes claims for PACA, CPA (12% interest), negligence conducted by a prejudicial and self-serving agricultural storage and distribution company. Damages exceed \$1.4 million for spoilage of a 3rd-generation's Walla-Walla sweet onion and red onion crop. Close-out included answers to MTD, MTA pleadings, MTA case schedule, MIL, answer to MIL, expert witness depositions, ongoing organization of discovery and preparation of trial exhibits.
- Ensure client continuity of services and transition of caseload to Team Carlson Law or Arnold & Jacobowitz, PLLC firms as necessary.
- Maintaining practice skills for WSBA and existing TX clients during the transition to Texas from Washington due to military transfer of spouse. Current caseload exists for estate planning and probate clients only.

TEAM CARLSON LAW, P.S., small firm offering general and commercial litigation to Yakima and Central Washington areas.

2021 – 2023 Legal Intern, Associate Attorney - WSBA license #61022.

- Maintained 50+rotating caseload gaining experience in the following fields: Commercial Litigation, Administrative Law, Tribal Law, Trusts & Estates, Probate, Family Law, General Civil Litigation, Business Law, Real Property Law, Environmental Law, Arbitration.
- Strong client-focus and high client satisfaction rating, keeping open and honest communication during all phases of litigation and strength during emotional conflict.
- High ethical ratings and demonstration of professionalism to both internal departments, opposing counsel, and clients.
- Keen eye for small details, facts diver during discovery, strategic pre-trial maneuvers, advocate for settlement.
- Risk mitigation in reducing exposure to high-claim clients for malpractice due to time sensitivity, communication, or falsification. The ability to phase out high-risk clients during interviews is crucial to maintaining focus on current client needs and fast-paced litigation schedules and response demands.

KONE Inc., global elevator and escalator installation and contractors.

2014 – 2017 Service Sales Program Manager, North America

- Developed and managed commercialization strategies for emerging products: IBM Watson (IoT) integration, Salesforce.com customer optimization platform, interactive contract generation software.
- Designed and lead 3-day motivational and development training for 200+ salesmen and managers across North America.
- Identified savings of \$250k in additional salary and headcount for Service Sales HQ staff.
- Collaborated across 10+ departments to design and implement new sales programs and processes for Conversion and Retention; aligned Canada with US processes and support for North Americas within SAP Programming Network.

2006 – 2014 Sales Executive (OTIS & KONE)

- Prepared large Government and Corporate RFPs. Presented cost strategies to high level decision makers and provided large scale marketing presentations with closing results.
- Contracted over 250 new units through referral and cold calling in Central IL, WA, ID, and MT.
- Established a reputation for performance winning several district/regional awards for exceptional account management skills and understanding of processes including invoice negotiations, profitability reports, State and National code changes.
- Earned 4/4 evaluation in customer service for dispute resolution and overall satisfaction.
- Decreased past-due accounts (90 days+) by 30% through deliberate collections management focus.

US Army, United States largest military defense organization conducting global combat operations.

2002 – 2006 Captain, Company Commander Combat Engineers

- Commanded 135 soldiers during Operation Iraqi Freedom, 2004-2005, with no casualties.
- Deployed a company conducting civilian aid, engineering and convoy operations in a theatre of war.
- Planned successful missions through proper preparation, risk mitigation, and execution.
- Managed the health, welfare and logistics for over 4000 soldiers at the Regimental HQ base camp.
- Accountable for \$26 million of equipment and vehicles, 100% logistical sustainment achieved.
- Earned multiple awards and accommodations, including Bronze Star Medal.
- Earned the Distinguished Graduate award for the Engineer Officer Basic Course.

1999 – 2002 Legal Specialist ROTC/Army Reserves

- Earned the Adjutant General Corp Regimental Award of Excellence; < 100 awarded in Army History.
- Advised commanders on UCMJ proceedings and prepared Article 15 statements as needed.
- Assisted in preparation of personnel documents such as power of attorney or living wills.
- Earned multiple awards and accommodations, including the Army Achievement Medal.
- Earned the Distinguished Honor Graduate for the Legal Specialist Course.

Cantu & Hickson, LLC – Legal Specialist Position 2002-2006

- Conducted general office and legal assistant duties to support a small bankruptcy firm in Austin, TX.
- Prepared initial client reviews, ensuring the proper drafting and timely filing of motions/orders.
- Negotiated with the federal Trustee's office for favorable terms to confirm bankruptcy plans and discharge of debt.

EDUCATION

Juris Doctor – Capital University Law School (2020)

- Scholarship – Military Leaders to Lawyers, Women Lawyer's Association
- CALI Recipient – Tax Resolution, Research & Writing (<http://awards.cali.org/2f999ba0>)
- Captain, ABA Scholastic Competition – Tax, 2019-20
- Dean's List: Fall Semester 2019, Fall 2020

Bachelor of Science – Business Administration, Marketing / Management
University of Montana –Dec 2001

Master of Business – Finance (Futures & Trading)– Dec 2010

LEGAL ASSOCIATIONS

Council for Inclusion & Diversity Equality (Capital University) – 2019, Chair and founding member
FGLS (First Generation Law School Student Association) –2019 President, 2018-21 member
APALSA (Asian Pacific-American Law Student Association) – 2018-19 Executive Committee
WLA (Woman Lawyers Association) – 2018-21 student member
MLS (Military Law Society) – 2018-21 student member
Ohio State Bar Association – 2018-21 student member
Washington State Bar Association 2021-23 attorney member
Texas Bar Association 2023-2024 Attorney member