

JOSEPH A, VARNI  
3031 WEST MARCH LANE, SUITE 236 WEST  
STOCKTON, CALIFORNIA 95219  
(209) 476-1953

## WORK EXPERIENCE

- 1999 – 2008      EXCLUSIVE DISTRIBUTOR, NUMEDTEC, STOCKTON, CALIFORNIA
- Principal in medical food distribution company with exclusive right to market and distribute in the United States, ProNutra and Immunocal, whey protein isolate supplements reimbursed under Medicaid and other government programs, used for treatment of cancer, HIV/AIDS, immune based diseases, pulmonary diseases, burns, sepsis, pressure ulcers and wounds.
- 1997 - 2009      LICENSED REAL ESTATE BROKER, ALPHA MORTGAGE and ALPHA BUSINESS AND PROPERTY, STOCKTON, CALIFORNIA
- Responsible for negotiating the purchase and sale of residential and industrial real properties in California; principal broker Alpha Mortgage, a brokerage specializing in residential, commercial, governmental and private placement mortgages for residential and commercial properties.
- 1994 - 2009      PRACTICING ATTORNEY, LAW OFFICE OF JOSEPH A. VARNI, STOCKTON, CALIFORNIA
- General civil and business practice with emphasis on civil litigation, real estate and business transactions; legal research, draft court documents, make appearances, prepare corporate documents, prepare real estate contracts, conduct alternate dispute resolution, negotiate settlements with government agencies for client code violations.
- 1993 - 1994      ASSOCIATE PRACTICING ATTORNEY, LARSON & BURNHAM, OAKLAND, CALIFORNIA
- Responsible for preliminary file evaluation, liaison with client and carrier, discovery strategy, research, law and motion, alternative dispute resolution and court appearances for extensive construction defect, construction personal injury, architect and engineer malpractice actions.
- 1990 - 1993      ASSOCIATE PRACTICING ATTORNEY, BROWN, HALL, SPATOLA, CLAIR & McKINLEY, STOCKTON, CALIFORNIA
- Responsible for client intake interviews, client supervision, depositions, court appearances for law and motion practice, civil trials and appeals; analyzed, researched and drafted moving papers for extensive law and

motion practice for varied civil and business litigations in both California and Federal Courts.

1987 - 1990      RESIDENTIAL BUILDER AND REAL ESTATE DEVELOPER,  
WESTCHESTER AND ORANGE COUNTIES, NEW YORK

Acquired raw land, directed approvals process for a 44-acre subdivision, obtained financing, negotiated contracts, solicited bids, supervised engineers, subcontractors and consultants, scheduled materials; supervised on-site labor for upscale single family residential development.

1983 - 1987      LICENSED REAL ESTATE BROKER, CASSETTA FRANK,WESTCHESTER  
COUNTY, NEW YORK

Negotiated in excess of \$12,000,000 in real estate land transactions in Westchester, Orange and Putnam Counties, New York; generated new listings, determined property values in light of market conditions, made sales presentations, supervised contract negotiations.

1981 - 1983      LICENSED REAL ESTATE BROKER, THE PEPE COMPANY,  
WESTCHESTER COUNTY, NEW YORK

Completed commercial real estate leases and sales in excess of \$20,000,000; coordinated negotiations between principals and their advisors, made sales presentations, established sales and marketing program for select commercial properties nationwide.

1977 –1981      GRADUATE THEOLOGY SEMINARIAN, CATHOLIC FOREIGN  
MISSION SOCIETY OF AMERICA, MARYKNOLL, NEW YORK

Completed graduate theology studies for the priesthood; pastoral assignments included working with retarded children in Boston, community development work in the South Bronx, Cantonese studies in Hong Kong, parish work in bicultural (Italian/Chinese) New York City environment.

1976 –1977      PRACTICING ATTORNEY, STOCKTON, CALIFORNIA

Established general civil and business practice; advised clients, researched, drafted and evaluated legal documents and moving papers, made court appearances.

1976              ASSISTANT HOUSE COUNSEL, FALSTAFF BREWING  
CORPORATION, SAN FRANCISCO, CALIFORNIA

Member of CEO executive staff, coordinated research, drafted legal documents and moving papers for extensive multiple district federal litigation, NLRB negotiations, ERISA, and the daily legal queries of the nationwide management staff of this Fortune 500 company.

## **MILITARY EXPERIENCE**

- 1971 - 1977 UNITED STATES MARINE CORPS RESERVE  
Officer member of various reserve units
- 1966 – 1971 UNITED STATES MARINE CORPS  
Active duty officer, 144 combat missions F4J,  
Honorable Discharge, Captain.

## **EDUCATION**

- 1977 - 1981 University of the State of New York, Maryknoll, New York, M. Div.  
1971 - 1975 Humphreys College School of Law, Stockton, California, J. D.  
1963 - 1966 University of San Francisco, San Francisco, California, Classical B.A.

## **MEDIATION SEMINAR**

- 2009 Pepperdine University School of Law Strauss Institute for Dispute  
Resolution, Mediating the Litigated Case, 42 hours

## **PROFESSIONAL MEMBERSHIPS**

- 2006 – 2009 Member National Association of Mortgage Brokers and California  
Association of Mortgage Brokers
- 2001 - 2002 Member UCSF ACTG CAB
- 1997 - 2009 Licensed California Real Estate Broker
- 1982 - 1992 Licensed New York Real Estate Broker
- 1975 - 2009 Licensed California Attorney
- 1969 - 2009 Licensed commercial, instrument rated, multi-engine pilot