

**AUG 17 2005**

**NOT FOR PUBLICATION**

**HAROLD S. MARENUS, CLERK  
U.S. BKCY. APP. PANEL  
OF THE NINTH CIRCUIT**

**UNITED STATES BANKRUPTCY APPELLATE PANEL  
OF THE NINTH CIRCUIT**

6	In re:	)	BAP No.	NV-04-1402-SPK
7	CARL BUTTO and MARGUERITE	)	Bk. No.	S-03-11633-LBR
8	BUTTO,	)	Adv. No.	03-01126 LBR
9	Debtors.	)		
10	_____	)		
11	RICHARD LAPIN,	)		
12	Appellant,	)		
13	v.	)	<b>MEMORANDUM<sup>1</sup></b>	
14	CARL BUTTO; MARGUERITE BUTTO,	)		
15	Appellees.	)		
	_____	)		

Argued and Submitted on June 23, 2005  
at Las Vegas, Nevada

Filed - August 17, 2005

Appeal from the United States Bankruptcy Court  
for the District of Nevada

Honorable Linda B. Riegler, Bankruptcy Judge, Presiding

Before: SMITH, PERRIS and KLEIN, Bankruptcy Judges.

<sup>1</sup> This disposition is not appropriate for publication and may not be cited except when relevant under the doctrines of law of the case, res judicata, or collateral estoppel. See 9th Cir. BAP Rule 8013-1.

1 Richard Lapin appeals a judgment discharging a debt of  
2 \$146,449.91, owed to him by the Buttos, ("Debtors"). We AFFIRM.

3 FACTS

4 This case involves the sale of a business known as Creative  
5 Talent Agency ("CTA"), owned and operated by the Buttos<sup>2</sup> and sold  
6 to Lapin. The transaction was brokered by Larry Roscoe, on  
7 behalf of Lapin, and Todd Jeffries, on behalf of the Buttos and  
8 CTA (collectively "the Brokers"). The Brokers both worked for  
9 the same company, Nevada First Business Brokers. The business  
10 was listed for sale in January 2000. The broker listing stated  
11 that CTA's annual income was \$101,000. Lapin expressed an  
12 interest in buying the business and asked the Brokers for CTA's  
13 financial information, including tax returns and profit and loss  
14 statements.

15 In June, Butto provided Lapin, through his broker, CTA's  
16 income statement for January - March 31, 2000. The income  
17 statement indicates that CTA incurred commission expenses of  
18 \$26,585 for the quarter (approximately \$8,861 per month) and that  
19 the company's quarterly net income was \$5,044. Lapin claims that  
20 Butto told him that CTA's monthly income was \$8,000 (or \$96,000  
21 annually). Lapin was unable to ascertain from CTA's financial  
22 documents what the term "commissions" represented. Since the  
23 income statement reflected an annual income of only about  
24 \$20,000, Lapin asked his broker whether the amounts listed as

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26 <sup>2</sup> The business was owned and operated by both Carl and  
27 Marguerite Butto, but only Carl was involved in the sale of the  
28 business. Hereafter, "Butto" refers to Carl Butto.

1 commissions on the income statement constituted income, rather  
2 than expenses, which would explain the discrepancy. Lapin's  
3 testimony, which was apparently considered in the state court  
4 action but overruled on hearsay grounds in the adversary  
5 proceeding, was that his broker, Roscoe, conferred with Butto's  
6 broker, Jefferies, who conveyed to him that the commissions were  
7 indeed income.

8 Butto denies ever having a discussion with Lapin about CTA's  
9 monthly income. He also denies speaking with Lapin or the  
10 Brokers about the characterization of the commissions.

11 Based on his understanding that the business earned \$101,000  
12 per year, Lapin purchased CTA for \$170,000, paying \$85,000 down  
13 and signing a promissory note requiring monthly payments over 2-  
14 1/2 years for the balance. The deal closed on August 15 and  
15 Lapin took possession the following day. Once Lapin had the  
16 opportunity to carefully analyze the income, bills and expenses  
17 of the business, he came to believe that he had been misled  
18 about CTA's income capacity. He confronted Butto and demanded  
19 the return of his money. Butto responded that the money had been  
20 spent and blamed the Brokers for any misunderstanding. Lapin  
21 closed the business on November 1, 2000 and filed an action in  
22 state court against Butto and the Brokers, alleging fraud,  
23 negligent representation, breach of fiduciary duty, negligence,  
24 and conversion. He also sought rescission of the purchase  
25 agreement and restitution of his down payment, along with other  
26 related damages.

27 Following the trial, the state court rendered its decision  
28

1 in favor of Lapin and commented,

2 The Court has wrestled with this decision for several  
3 weeks and after reviewing all of the evidence in detail  
4 and then pondering the matter in its conceptual state,  
5 this Court has concluded that it is more probable than  
6 not by the narrowest of margins that the business  
7 concept of commissions being viewed as income to an  
8 owner of a business originated with Defendants CTA and  
9 more specifically Carl Butto as opposed to either Todd  
10 Jeffries acting alone or in concert with Larry Roscoe  
11 for the purpose of earning a commission by deceiving  
12 Mr. Lapin into buying this business.

8 The Court readily admits that the documentary evidence  
9 on its face would appear to support the claim of CTA  
10 and Carl Butto in this matter. However, the Court is  
11 convinced that Mr. Lapin was told, either by Carl Butto  
12 directly or inadvertently that the income of CTA was  
13 approximately \$8,000 a month. Had this initial  
14 representation not been made, it is clear that Mr.  
15 Lapin would not have been interested in any further  
16 investigation into buying this business.

13 See Memorandum Decision and Order, District Court, Clark County,  
14 Nevada, November 13, 2002, pp. 5-6.

15 The court added,

16 It appears from the testimony that Agent Roscoe went to  
17 Agent Jeffries and asked for a clarification on the issue of  
18 commissions. The answer apparently, to a preponderance of  
19 the evidence at least, came from the Seller Mr. Butto to the  
20 effect that commissions were actually treated as income.  
21 This information was relayed by Mr. Jeffries to Mr. Lapin,  
22 Mr. Lapin relied on it, the information was in fact a  
23 misrepresentation by the Seller. . .

21 Id. at 13.

22 The judgment, entered on January 31, 2003 in favor of Lapin,  
23 provided for rescission of the contract, restitution for Lapin of  
24 his down payment of \$85,000, \$2,000 for the conversion claim  
25 pursuant to a pre-trial stipulation between the parties,  
26 attorneys' fees in the amount of \$56,451.75, and costs of  
27 \$2,998.16, for a total judgment of \$146,449.91.

1 On February 13, the Buttos filed a voluntary chapter 7<sup>3</sup>  
2 petition. Thereafter, Lapin commenced a nondischargeability  
3 action pursuant to §§ 523(a)(2)(A), 523(a)(2)(B), and 523(a)(6),  
4 based upon the asserted preclusive effect of the state court  
5 judgment.<sup>4</sup>

6 After trial, the bankruptcy court ruled that collateral  
7 estoppel did not apply because the state court did not make  
8 findings that were coextensive with fraud. The court found that  
9 Lapin had not proven by a preponderance of the evidence that  
10 Butto committed fraud. Additionally, the court determined that  
11 Butto's alleged oral misrepresentations concerning CTA's  
12 financial condition did not fall within § 523(a)(2). The court  
13 did not specifically address Lapin's claims under § 523(a)(6).  
14 Lapin appeals.

#### 15 JURISDICTION

16 The bankruptcy court had jurisdiction under 28 U.S.C. § 1334  
17 and § 157(b)(1) and (b)(2)(I). This Panel has jurisdiction under  
18 28 U.S.C. § 158(c).

#### 19 ISSUES

- 20 1. Whether the court erred in refusing to give preclusive  
21 effect to the state court judgment.  
22 2. Whether the court erred in determining that the debt  
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24 <sup>3</sup> Unless otherwise indicated, all chapter, section and rule  
25 references are to the Bankruptcy Code, 11 U.S.C. §§ 101-1330, and  
to the Federal Rules of Bankruptcy Procedure, Rules 1001-9036.

26 <sup>4</sup> Lapin's complaint also included a § 523(a)(4) cause of  
27 action but he apparently dropped the claim because he did not  
28 argue it to the bankruptcy court, nor did he raise it on appeal.

1 was not excepted from discharge under § 523(a)(2).

2 3. Whether the court erred in determining that the debt  
3 was not excepted from discharged under § 523(a)(6).

4 4. Whether the court erred in it evidentiary ruling with  
5 respect to the Broker's testimony.

#### 6 STANDARDS OF REVIEW

7 Whether preclusive effect should be given to a prior  
8 judgment is a mixed question of law and fact, in which legal  
9 issues predominate, which we therefore review de novo. Haupt v.  
10 T.D. Dillard, 17 F.3d 285, 288 (9th Cir. 1994); Heath v. Cast,  
11 813 F.2d 254, 258 (9th Cir. 1987).

12 We review rulings regarding the availability of res judicata  
13 doctrines, including issue preclusion, de novo as mixed questions  
14 of law and fact in which legal questions predominate. Robi v.  
15 Five Platters, Inc., 838 F.2d 318, 321 (9th Cir.1988); George v.  
16 City of Morro Bay, 318 B.R. 729, 732-33 (9th Cir. BAP 2004). To  
17 the extent that the doctrines are determined to be available to  
18 be applied, the actual decision to apply them is left to the  
19 trial court's discretion. Robi, 838 F.2d at 321.

20 A bankruptcy court's evidentiary rulings are reviewed for  
21 an abuse of discretion and should not be reversed absent a  
22 showing of prejudice. In re Sternberg, 85 F.3d 1400, 1408 (9th  
23 Cir. 1996) (citing City of Long Beach v. Standard Oil Co., 46 F.3d  
24 929, 936 (9th Cir. 1995)).

25 We review the court's findings of fact for clear error and  
26 the court's interpretation of the Code de novo. Citibank (S.D.),  
27 N.A. v. Eashai (In re Eashai), 87 F.3d 1082 (9th Cir. 1996);

1 United States Trustee v. Celebrity Home Entm't Inc. (In re  
2 Celebrity Home Entm't Inc), 210 F.3d 995, 997 (9th Cir. 2000).  
3 Review under the clearly erroneous standard is significantly  
4 deferential, and requires that an appellate court accept the  
5 court's findings of fact unless left with the definite and firm  
6 conviction that a mistake has been committed. Comm. for Idaho's  
7 High Desert, Inc. v. Yost, 92 F.3d 814, 819 (9th Cir. 1996). "If  
8 the district court's account of the evidence is plausible in  
9 light of the record viewed in its entirety, the court of appeals  
10 may not reverse it even though convinced that had it been sitting  
11 as the trier of fact, it would have weighed the evidence  
12 differently." Phoenix Eng'g & Supply, Inc. v. Universal Elec.  
13 Co., 104 F.3d 1137, 1141 (9th Cir. 1997) (quoting Anderson v.  
14 Bessemer City, 470 U.S. 564, 573-74 (1985)).

15 DISCUSSION

16 The nondischargeability complaint alleges exceptions to  
17 discharge under §§ 523(a)(2)(A), 523(a)(2)(B), and 523(a)(6).

18 Under § 523(a)(2)(A), a debt is nondischargeable if it was  
19 for money or property obtained by "false pretenses, a false  
20 representation, or actual fraud, other than a statement

21 respecting the debtor's . . . financial condition." McCrary v.  
22 Barrack (In re Barrack), 217 B.R. 598, 605 (9th Cir. BAP 1998).

23 Section 523(a)(2)(A) is written in general fraud terms, which are  
24 common-law terms, and their elements are so defined. Field v.

25 Mans, 516 U.S. 59, 69 (1995). The creditor must show that (1)  
26 the debtor made the misrepresentation; (2) the debtor knew the  
27 representation was false at the time made; (3) the debtor made

1 the representation with the intention and purpose of deceiving  
2 the creditor; (4) the creditor relied on the representation; and,  
3 (5) the creditor sustained damages as a proximate result. In re  
4 Kirsh, 973 F.2d 1454, 1457 (9th Cir. 1992).

5 Section 523(a)(2)(B) excludes from discharge a debt for  
6 money or property obtained through the use of a false written  
7 statement regarding the debtor's financial condition.<sup>5</sup> Although  
8 Lapin's complaint includes an exception to discharge under  
9 § 523(a)(2)(B), this exception was not fully developed at trial  
10 or on this appeal. Accordingly, no further discussion of  
11 § 523(a)(2)(B) is required.

12 Section 523(a)(6) excepts from discharge any debt resulting  
13 from "willful and malicious injury" by a debtor to another entity  
14 or the property belonging to another entity. Carillo v. Su (In  
15 re Su), 290 F.3d 1140, 1142 (9th Cir. 2002). The willful injury  
16 requirement is met only when the debtor has a subjective motive  
17 to inflict injury or when the debtor believes that injury is  
18 substantially certain to result from her own conduct. Id.  
19 "[D]ebts arising from recklessly or negligently inflicted  
20 injuries do not fall within the compass of § 523 (a)(6)."  
21 Kawaauhau v. Geiger, 523 U.S. 57, 64 (1998).

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23  
24 <sup>5</sup> The creditor must prove (1) the debtor made a  
25 representation of fact; (2) that was material; (3) that the  
26 debtor knew at the time to be false; (4) that the debtor made the  
27 representation with the intent to deceive the creditor; (5) upon  
28 which the creditor relied; (6) the creditor's reliance was  
reasonable; and, (7) that damage proximately resulted from the  
representation. In re Candland, 90 F.3d 1466, 1469 (9th Cir.  
1996).



1           **A. Issue preclusion does not apply.**

2           Lapin argues that the court erred by failing to give  
3 preclusive effect to the state court judgment under the doctrine  
4 of issue preclusion because the issue of Debtors' fraud was  
5 already litigated and decided in his favor by that court.

6           The U.S. Supreme Court has recognized that a creditor who  
7 successfully obtains a fraud judgment in state court can invoke  
8 issue preclusion in an action under § 523(a). Grogan v. Garner,  
9 498 U.S. 279, 284-85 n.10 (1991). We look to Nevada law to  
10 determine the preclusive effect of Lapin's prior state court  
11 judgment against Debtors. Clements v. Airport Auth. Of Washoe  
12 County, 69 F.3d 321, 328 (9th Cir. 1995). Under Nevada law,  
13 issue preclusion "prevents the relitigation of issues previously  
14 adjudicated where the causes of action in the two proceedings are  
15 different." In re Shuman, 68 B.R. 290, 292 (Bankr. D. Nev. 1986)  
16 (citing Clark v. Clark, 80 Nev. 52, 55-57 (1964)).

17           For issue preclusion to apply, (1) the issue in the prior  
18 litigation must be identical to the issue in the current action,  
19 (2) the initial ruling must have been on the merits and be final,  
20 and, (3) the parties in both proceedings must be the same or in  
21 privity. University of Nevada v. Tarkanian, 110 Nev. 581, 598  
22 (1994); see also, Marine Midland Bank v. Monroe, 104 Nev. 307  
23 (1988) (A litigant is estopped from raising an issue if the issue  
24 was "actually litigated" and "necessarily determined" in a prior  
25 proceeding, and the parties in both proceedings were the same or  
26 in privity.). In determining whether the issues are identical,  
27 the court looks to "whether the sets of facts essential to  
28

1 maintain the two suits are the same.” Clements, 69 F.3d at 328  
2 n.4.

3 There is no dispute that the state court ruling was on the  
4 merits and final, or that the parties in both proceedings are the  
5 same or in privity. The only dispute here is whether the issue  
6 of fraud was necessarily determined by the state court.

7 Lapin’s state court complaint pleaded causes of action for  
8 fraud, negligent representation, breach of fiduciary duty,  
9 negligence, and conversion. Lapin sought the remedies of  
10 rescission and restitution, along with related damages.

11 Although the state court found in favor of Lapin and ordered the  
12 contract rescinded and restitution, it made no specific findings  
13 with respect to any of the causes of action. The bankruptcy  
14 court determined the lack of such findings precluded Lapin from  
15 establishing fraud under the doctrine of issue preclusion.

16 Lapin nevertheless maintains that, taken as a whole, the  
17 state court’s findings sufficiently address each element of his  
18 fraud claim. Debtors argue that the absence of specific fraud  
19 findings prevent the judgment from having preclusive effect here.  
20 Debtors also argue that issue preclusion does not apply because  
21 the elements of fraud in Nevada are not the same as those which  
22 must be proven under § 523(a).

23 The elements for fraudulent representation in Nevada are:  
24 (1) a false representation made by the defendant; (2) knowledge  
25 or belief on the part of the defendant that the representation is  
26 false; (3) an intention to induce the plaintiff to act or to  
27 refrain from acting in reliance on the misrepresentation; (4)

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1 justifiable reliance upon the representation on the part of the  
2 plaintiff in taking action or refraining from it; and, (5) damage  
3 to the plaintiff, resulting from such reliance. Anderson v.  
4 Reynolds, 588 F.Supp. 814, 818 (D. Nev. 1984) (citing Lubbe v.  
5 Barbe, 91 Nev. 596, 599 (1975)).

6 Contrary to Debtors' contention, the elements of  
7 § 523(a)(2)(A) mirror the elements of common law fraud and match  
8 those for fraudulent misrepresentation under Nevada law. Younie  
9 v. Gonya (In re Younie), 211 B.R. 367, 373-74 (9th Cir. BAP  
10 1997). Additionally, the standard of proof for dischargeability  
11 exceptions under § 523(a) is the preponderance-of-the-evidence  
12 standard, the same standard applied by the state court in  
13 deciding the issues before it. Grogan, 498 U.S. at 289.

14 In holding that the state court judgment did not make  
15 findings sufficient to invoke issue preclusion, the bankruptcy  
16 court stated,

17 In this case, the state court did not make all the  
18 findings that are necessary for fraud which is a  
19 statement made with intent to deceive upon which the  
20 plaintiff reasonably relied, justifiably relied, and  
21 which caused damage and harm.

22 Here, the state court talked in terms at one point of  
23 an inadvertent statement, and it waffled as to who made  
24 the statement.

25 Transcript of Proceedings, July 14, 2004, 3:21-4:11.

26 We agree that the state court's ruling did not make explicit  
27 findings with respect to each element of fraud. As to the first  
28 element, the state court found that Butto misrepresented to Lapin  
that CTA's income was approximately \$100,000 per year, with  
commissions of \$8,000 per month. The court also ruled that Lapin

1 relied on the misrepresentation which resulted in damages to him,  
2 satisfying the fourth and fifth elements. With respect to  
3 reliance, the court did not indicate that Lapin's reliance on  
4 Butto's misrepresentation was anything other than justifiable.<sup>6</sup>

5 The second and third elements, those concerning Butto's  
6 intent and scienter, are less straightforward because the state  
7 court's findings are not as clear with respect to those issues.

8 "[A]n intent to deceive may logically be inferred from a  
9 false representation which the debtor knows or should know will  
10 induce another" to act or refrain from acting.<sup>7</sup> In re Kimzey,  
11 761 F.2d 421, 423 (7th Cir. 1985); see also, Engalla v.  
12 Permanente Medical Group, Inc., 15 Cal. 4th 951, 974 (1997)  
13 (citing Yellow Creek Logging Corp. v. Dare, 216 Cal. App. 2d 50,  
14 55 (Cal. Ct. App. 1963) ("[F]alse representations made recklessly

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16 <sup>6</sup> In Nevada, a plaintiff need not show reliance where the  
17 false representation is grounds for rescission of a contract.  
18 Pacific Maxon, Inc. v. Wilson, 96 Nev. 867, 870 (1980). However,  
19 reliance is required to prevail on a § 523(a) claim. For  
20 application of § 523(a)(2)(A), a creditor's reliance need be only  
21 justifiable, not reasonable. Apte v. Japra (In Re Apte), 96 F.3d  
22 1319, 1322 (9th Cir. 1996) (citing Field v. Mans, 116 S. Ct. 437,  
23 446 (1995)). "[A] person is justified in relying on a  
24 representation of fact 'although he might have ascertained the  
25 falsity of the representation had he made an investigation.'" Field,  
26 116 S. Ct. at 444 (quoting the Restatement (Second) of  
27 Torts (1976) § 540). "Although one cannot close his eyes and  
28 blindly rely, mere negligence in failing to discover an  
intentional misrepresentation is no defense to fraud." In re  
Apte, 180 B.R. 223, 229 (9th Cir. BAP 1995).

<sup>7</sup> Similarly, under § 523(a)(2)(A) the "[i]ntent to deceive  
. . . can be inferred and established from the surrounding  
circumstances." Alexander & Alexander of Washington, Inc. v.  
Hultquist (In re Hultquist), 101 B.R. 180, 183 (9th Cir. BAP  
1989).

1 and without regard for their truth in order to induce action by  
2 another are the equivalent of misrepresentations knowingly and  
3 intentionally uttered.”)). We find that the element of “intent”  
4 was not satisfied by the state court’s findings.

5 “Where a person makes statements which he does not believe  
6 to be true, in a reckless manner without knowing whether they are  
7 true or false, the element of scienter is satisfied and he is  
8 liable for intentional misrepresentation.”<sup>8</sup> Yellow Creek, 216  
9 Cal. App. 2d at 57. Quoting Wishnick v. Frye, 111 Cal. App. 2d  
10 926, 930 (Cal. Ct. App. 1952), the court in Yellow Creek held  
11 that “[i]n order to satisfy the requirement of scienter, it may  
12 be established either that defendant had actual knowledge of the  
13 untruth of his statements, or that he lacked an honest belief in  
14 their truth, or that the statements were carelessly or recklessly  
15 made, in a manner not warranted by the information available to  
16 defendant.” Id. The fact that the court’s findings did not  
17 state in so many words that the misrepresentations were made  
18 “recklessly” is of little import because, the court held,  
19 recklessness can be reasonably concluded from the substance of  
20 the court’s findings. Id.

21 As in Yellow Creek, the state court’s findings here are  
22 general in nature and unclear in parts. However, unlike Yellow  
23 Creek, the state court here stated that Lapin was told “by Carl  
24

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25 <sup>8</sup> Because there is little Nevada case law discussing what  
26 proof is needed to show scienter and intent to deceive in  
27 fraudulent misrepresentation cases, we look to other  
28 jurisdictions. See, Schnelling v. Budd (In re Agribiotech,  
Inc.), 291 F. Supp. 2d 1186, 1190 (D. Nev. 2003).

1 Butto directly or inadvertently that the income of CTA was  
2 approximately \$8,000 a month." (Emphasis added.) Such a finding  
3 precludes a finding that Butto "had actual knowledge of the  
4 untruth of his statements, or that he lacked an honest belief in  
5 their truth, or that the statements were carelessly or recklessly  
6 made, in a manner not warranted by the information available to  
7 defendant." Id. The court's findings are not sufficient to  
8 support the conclusion that Butto either had actual knowledge of  
9 the untruth of his statement, or lacked an honest belief in its  
10 truth, or that the statement was carelessly or recklessly made,  
11 in a manner not warranted by the information available to Butto.  
12 Id. Therefore, we find that the scienter element of Lapin's  
13 fraud claim was not met.

14 The absence of explicit "intent" and "scienter" findings is  
15 fatal to establishing Lapin's fraud claim through issue  
16 preclusion. As the state court did not necessarily determine the  
17 issue of fraud in favor of Lapin, the court did not err in  
18 holding that the state court judgment should not be given  
19 preclusive effect in Lapin's adversary proceeding with respect to  
20 his § 523(a)(2)(A) claim.

21 B. **Lapin's debt is not excepted from discharge under**  
22 **§§ 523(a)(2) or 523(a)(6).**

23 After trial, the court held that "the allegedly fraudulent  
24 statement - that is that the commissions were \$8,000 - are  
25 statements [sic] which relate to the debtors' financial  
26 condition, and those statements were oral. Accordingly, they  
27 would not come within (a)(2)."

1 The court also found that Butto did not make the oral  
2 statement that CTA had commissions of \$8,000 per month, but if he  
3 did make the statement, he did not do so with the intent to  
4 deceive Lapin, and, Lapin was not justified in relying on the  
5 statement. Therefore, the court held, Lapin did not prove by a  
6 preponderance of the evidence that Butto committed fraud with  
7 respect to the sale of the business and, particularly, the  
8 representations concerning the commissions.

9 1. Section 523(a)(2)

10 Lapin argues that the court's finding that Butto did not  
11 make the misrepresentation is contrary to overwhelming evidence  
12 that Butto mistated CTA's income, including Lapin's testimony and  
13 the documents Lapin testified were provided him by Butto. There  
14 is little to analyze by way of findings because the court simply  
15 found Butto's testimony to be credible, with no discussion of its  
16 reasoning.<sup>9</sup> The court also found that Lapin failed to show that  
17 he justifiably relied on Butto's statements "because he was given  
18 a financial statement which did not contain those provisions"  
19 (presumably referring to the income statement).

20 Whether Butto made the misrepresentation and whether a  
21 party's reliance is reasonable are questions of fact." Candland

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23 <sup>9</sup> According to the transcript, the court transposed the  
24 parties' names in several places. For example, it states: "But  
25 I find Mr. Lapin's (sic) testimony to be credible, and that he  
26 did not make the oral statement the commissions were \$8,000."  
27 Transcript of Proceedings, July 14, 2004, 4:21-5:10. Lapin  
28 contends that this indicates the court intended to find Lapin's  
testimony credible, rather than Buttos. A full reading of the  
transcript, however, makes clear that it was a either a  
transcription error or an inadvertent error of the court.

1 v. Insurance Co. of North America (In re Candland), 90 F.3d 1466  
2 (9th Cir. 1996) (citing In re Lansford, 822 F.2d 902, 904 (9th  
3 Cir. 1987)). We must accept the court's findings of fact unless  
4 we are left with the definite and firm conviction that a mistake  
5 has been committed. Comm. for Idaho's High Desert, Inc. v. Yost,  
6 92 F.3d 814, 819 (9th Cir. 1996).

7       Reviewing the record in its entirety, we find that the  
8 court's account of the evidence is plausible. While we may have  
9 weighed the evidence differently, we are not left with the firm  
10 and definite conviction that a mistake has been committed. The  
11 court found Butto's testimony to be more credible than Lapin's.  
12 It is within the court's mandate, as trier of fact, to weigh the  
13 credibility of witnesses. The state court, which reluctantly  
14 reached the opposite conclusion, considered additional evidence  
15 that was not presented here, including testimony and argument by  
16 the Brokers.

17       Section 523(a)(2)(B) requires that a false statement  
18 "respecting the debtor's or an insider's financial condition" be  
19 in writing before a debt arising from the statement can be  
20 excepted from discharge. CTA was an insider of Butto. So, while  
21 the court erred in stating that the statement was with respect to  
22 the "debtor's" financial condition, it ultimately was correct  
23 that the statement had to be in writing because it concerned the  
24 financial condition of an insider. Therefore, we find no error  
25 with the court's ruling on the § 523(a)(2) claim.

26       2. Section 523(a)(6)

27       The court did not specifically address Lapin's § 523(a)(6)  
28



1 exception, other than to find that he had not proven Butto's  
2 statements were made with fraudulent intent. Lapin argues on  
3 appeal that this was error because the evidence showed that  
4 Butto's conduct was willful since he deliberately and  
5 intentionally told Lapin that the commissions were income and  
6 provided certain income figures to the business brokers in  
7 response to Lapin's inquiry. Lapin also argues that Butto has  
8 never claimed that either the written or oral representations  
9 were accidental or mistakenly quoted figures. We disagree.

10 Section 523(a)(6) essentially precludes a debtor from  
11 obtaining a discharge of an obligation based on a claim arising  
12 out of the debtor's tortious misconduct, when that misconduct  
13 results in harm to another's person or property. In re Jercich,  
14 238 F.3d 1202, 1206 (9th Cir. 2001).

15 Because the court did not err in finding that Lapin failed  
16 to prove that Butto made any misrepresentations, and no other  
17 tortious conduct by Butto was alleged or proven, there would have  
18 been no basis for granting Lapin relief under § 523(a)(6).

19 3. Evidentiary Objections

20 Lapin argues, very briefly, that the court abused its  
21 discretion by excluding, as hearsay evidence, Lapin's testimony  
22 regarding information he received from Butto's real estate agent.  
23 According to Lapin, he should have been allowed to testify about  
24 Butto's statements to the Brokers because such evidence is an  
25 admission by a party-opponent and therefore falls within the Fed.

1 R. Evid. ("FRE") 801(d) exception to the hearsay rule.<sup>10</sup> We  
2 disagree.

3 The court sustained Debtors' objection to the testimony  
4 because Lapin testified that he never discussed the subject of  
5 commissions with Debtors' broker. Butto testified that he never  
6 had any discussion with anyone - including his broker - about the  
7 commissions. There was no cross examination testimony of Butto  
8 in the record impeaching Butto's testimony. There was no  
9 testimony from the Brokers at trial. There was absolutely no  
10 foundation laid for Lapin to testify as to what Butto told his  
11 broker, or that any such statement would fall into the admission  
12 of a party-opponent exception to the hearsay rule. In addition,  
13 it does not appear that Lapin ever made an offer of proof with  
14 respect to the alleged admission.

15 The court did not abuse its discretion in excluding the  
16 testimony.

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19 <sup>10</sup> Under FRE Rule 801(d)(2), a statement is not hearsay if  
20 it is offered against a party and is (A) the party's own  
21 statement in either an individual or a representative capacity or  
22 (B) a statement of which the party has manifested an adoption or  
23 belief in its truth, or (C) a statement by a person authorized by  
24 the party to make a statement concerning the subject, or (D) a  
25 statement by the party's agent or servant concerning a matter  
26 within the scope of the agency or employment, made during the  
27 existence of the relationship, or (E) a statement by a  
28 coconspirator of a party during the course and in furtherance of  
the conspiracy. The contents of the statement shall be  
considered but are not alone sufficient to establish the  
declarant's authority under subdivision (C), the agency or  
employment relationship and scope thereof under subdivision (D),  
or the existence of the conspiracy and the participation therein  
of the declarant and the party against whom the statement is  
offered under subdivision (E).

CONCLUSION

Based on the foregoing, we AFFIRM.

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