

2015-2016 BCBA Young Lawyers' Section

OFFICERS

Jeffrey M. Wank - President
Todd L. Baker - President Elect
Sara M. Sandler - Treasurer
Brent M. Reitman - Secretary
Liza Smoker Faw - Past President

BOARD OF DIRECTORS

Jamie D. Alman
Lauren M. Alperstein
Omar Giraldo
Jeffrey Hegewald
Renita Henry
Lindsay Massillon
Nikeisha Williams Pryor
Brent Reitman
Emily Romano
Eric S. Rosen
Anthony H. Quackenbush
H. Seth Rosenthal
Stacy R. Weissman

JUDICIAL REPRESENTATIVES

The Honorable Robert Diaz
The Honorable Stacy Ross

Florida Bar Board of Governors 17th Judicial Circuit

Walter G. "Skip" Campbell
954.763.8181

Lorna E. Brown-Burton
954.463.8322

Jay Cohen
954.763.6939

Adam Glenn Rabinowitz
954.764.7060

Diana Santa Maria
954.434.1077

Broward County Bar Association

1051 SE 3rd Avenue
Fort Lauderdale, FL33316
954.764.8040

letter from the young lawyers' president



Jeffrey M. Wank

New Opportunities

This past month I accepted a position with Kelley Kronenberg, joining the firm as a partner in their Fort Lauderdale office. This is a tremendous opportunity for me and my family, and a reflection of my hard work and dedication to the legal community over the past several years. The decision to join Kelley Kronenberg was not easy; I had built many relationships and connections at my previous firm of Marshall Dennehey, et. al. Both firms have excellent reputations and provide superior legal work. My supervisor, Michael Packer, was an amazing mentor and brilliant attorney. However, at the end of the day, the decision to move firms was a choice that I believe will allow me to expand my practice and develop additional and existing business.

As young lawyers, we are constantly looking to make a name for ourselves and search for new opportunities. These opportunities may be at current firms, outside of your existing firm, or perhaps in solo practice. Some opportunities may even be stumbled upon by chance, whether it is through a new relationship or being at the right place at the right time. Regardless, we are always in search of looking for the next best thing.

The question becomes: How do I open the door and navigate through the legal profession to find the new opportunity? The simple answer: Excel in what sets you apart. Many young lawyers are great writers, researchers or trial attorneys. Others strive to be rainmakers or marketing machines, while some young lawyers have an amazing work ethic and find it easy to bill over 200 hours per month. There are other young lawyers who are good at fostering existing relationships and building upon the foundation already laid. Whatever your calling, my advice to every young lawyer is to find your niche (both law and business related) and excel in that area. If you have great trial experience, sell yourself on the ability to handle a case from the beginning to the end, which is becoming extremely rare in our profession. If you believe you are a good networker and can bring in business, prove it – go out and land a significant client. The point is to make yourself “indispensable” and to set yourself apart in a way which makes your existing firm, other firms, or colleagues notice your potential, and the benefit to having you on their side.

Finally, never burn bridges or forget the people who helped get you to the top. You never know when you may need to rely on the support or receive help from a former boss, assistant, colleague, mentor or mentee. Good luck on your climb! 