



Top Takeaways

Board of the Year Evening Dinner

1. The job of a lawyer, simply put, is to be a problem-solver for clients.
2. Lawyers should offer legal **and** practical advice; that's how lawyers best serve clients.
3. A lawyer's analysis of a problem and advice to the client shouldn't just be based on the "bottom line." Great lawyers remind clients that their legal decisions should align with the client's moral character and ethical obligations it has to those around them.
4. Being a lawyer sometimes calls for creativity – the best solutions for clients are not always the most obvious and requires lawyers to "think outside the box."
5. Lawyers persevere with their clients –lawyers help clients navigate through the difficult times and congratulate, celebrate, recognize and check-in with clients (among other things) when the difficult times pass.
6. One of the most important aspects to keeping clients and building relationships with them is trust. Clients should trust their lawyers.
7. Unfortunately, clients mostly call upon a lawyer's services and expertise to "put out fires." Lawyers must accept that and become comfortable doing their jobs under those circumstances.
8. Being a member of the legal profession calls for a big dose of hard work. There's no way around that, but clients often appreciate it.
9. It's a lawyer's job to know their clients – they have to know the client's brand, core values, etc., as that's the only way to effectively provide counsel.
10. Coming up with the "right" solution requires input and cooperation from lawyers and their clients.

For more information on the Board of the Year awards, please feel free to contact the moderator directly:

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