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2020 Ones to Watch: Michael Brangwynne, Attorney at Fletcher Tilton PC

May 29, 2020 - Spotlights

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What advice can you offer to someone who is interested in a career in your industry? When I teach evening classes at Suffolk University's Sawyer Business School on the Principles of Business Law, students considering a career in the law often ask this very same question. I take these questions to heart, because I was in their shoes once, although it was a different decade and a different school (Tulane's Freeman School of Business - Roll Green Wave). If you want to be successful in the legal industry it is a necessary starting point that you must be able to comprehend abstract legal principles quickly, and to apply sound logic and reasoning to complex fact patterns in order to advise your clients. The characteristic I have found that sets good lawyers apart is their ability to cultivate relationships with their clients. If your clients trust you and are comfortable communicating with you, they will come back for the next matter and they will refer their friends, family and colleagues to you. Bedside manner goes a long way.