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RELATIONSHIP BUILDING



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Developing meaningful relationships can and should be a focus for lawyers at any and every level, whether they are junior associates making their way to their first bar meeting, law firm partners overseeing a successful practice, or general counsel of an internationally known non-profit or for-profit enterprise.

Ours is a profession that thrives on relationships and those attorneys who embrace this are truly the ones who stand out. This does not mean that such attorneys blindly place business cards in every hand or indiscriminately seek to meet anyone with a pulse. Quite the opposite is the case. They are motivated by what interests them first and foremost and they are willing to invest the time to make connections—often unsure of where they might lead.

Anyone who aspires to have an impact in a field that is changing as rapidly, and in as many complex ways as ours, cannot do it alone. Indeed, they know the rewards are far greater when they don't.

While legal practice has evolved over the years, now largely influenced by technology and the likes of social media, the essence remains the same. We are there to help clients, those lawyers earlier in their career and those transitioning to the next phase. This mindset is best captured by the words of a wise person: "What we do for ourselves dies with us. What we do for others and the world is and remains immortal."