

Company Name: Robins Kaplan LLP

Industry: Law

Your Location: Los Angeles, CA

Words you live by: Bet on yourself

Who is your personal hero? Our farm workers. Though invisible to most of us, they toil long hours under the sun in hopes of a better life for their families and they bring fruits and vegetables to our dinner tables. They are some of the most vulnerable and exploited members of our society. Yet they live with courage and faith and hope.

What book(s) are you reading? *The Almanack of Naval Ravikant* by Eric Jorgenson

What was your first job? I joined the US Navy when I was seventeen.

Favorite charity: California Rural Legal Assistance, Inc.

Interests/Hobbies: All things outdoor and travel.



Earning people's trust pays off during a time of crisis

I consider myself fortunate to have earned the trust to help others navigate important decisions. Much of my life has revolved around decisions made in the face of uncertainty. My parents brought me to the United States as a child believing that hard work and sacrifice would create greater opportunities for their children. I made a similar leap into uncertainty when I joined the U.S. Navy at 17. That experience taught me discipline, accountability, and a lesson that has stayed with me throughout my career: Important decisions never come with perfect information.

That lesson has shaped how I think about my role as a lawyer. The most important decisions in business and litigation often must be made amidst uncertainty. In

those moments, clients are looking for more than legal analysis. Whether confronting a bet-the-company lawsuit, a business crisis, or a significant strategic decision, they are looking for judgment and a vision they can latch on to. They want someone who can help them evaluate competing options, design a compelling strategy, and execute with confidence. Some of the most successful entrepreneurs I have represented built their companies that way. They gathered the best information available, developed a strategy, committed to it, and acted. They understood that waiting for complete certainty leads to missed opportunities.

I cherish being the person clients call when the stakes are high and the right path is not obvious. Clients

rarely face legal issues in isolation. A lawsuit, a business opportunity, a strategic challenge, and a company-defining decision are often intertwined. Lawyers provide their greatest value not simply as advocates, but as counselors. And there is tremendous satisfaction in earning that trust and seeing clients succeed.

The same is true of leadership. Whether serving clients, representing pro bono clients, or helping guide my firm as a member of its Executive Board, the responsibility is remarkably similar: earn trust, exercise sound judgment, chart a path forward, and execute on consequential decisions.

That responsibility—and the trust that comes with it—remain the most rewarding part of what I do.