

Q What is the most important lesson you have learned from ...

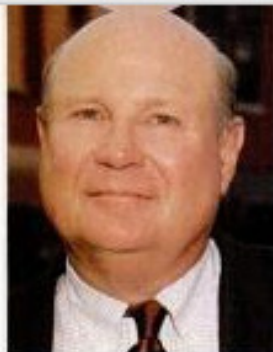


ABA/JUDITHA SALAMON

Charisse R. Lillie
Ballard Spahr
Andrews & Ingersoll
Philadelphia

... an older lawyer?

I learned from Judge A. Leon Higginbotham Jr. to have respect for every person with whom one works in the justice system. He was a district court judge in the Eastern District of Pennsylvania and eventually became chief judge of the 3rd Circuit. He knew the names of everyone from the clerk's office to the maids who cleaned his chambers. When you're giving off that much positive energy, it comes back to you. No. 1, it's the right thing to do, but all of these people make the world work for you, and they can assist and support you when you need it. There should be no invisible people in our world.



ABA/PAUL WEISTERN

... a younger lawyer?

Fletcher D. Handley Jr.
Fogg, Fogg & Handley
El Reno, OK

One of the earliest lessons I learned from a younger lawyer was never to underestimate my opponent. Because of military service, I wasn't licensed to practice until I was 30, and I generally felt that my maturity and military experience gave me an advantage over many young lawyers I faced. In the early stages of a significant trial against a younger lawyer, I found that his knowledge of the rules of evidence was far superior to mine. I was embarrassed and very concerned about my inability to get in what I thought was crucial evidence over his objections. Fortunately, I was on the right side of the case and prevailed, but came away determined to never let that happen to me again.



ABA/TOM KELLER

... a client?

Howard A. Kapp
Law Offices of
Howard A. Kapp
Los Angeles

As we get older and more experienced, many of us tend to think we've "seen this case before." When I was younger, I noticed this disease, and swore never to assume that an individual case fit into a preconceived mode. Over the years, I have learned that this fallacy is very difficult to avoid. When screening medical malpractice cases, I use my experience during the initial phone call to determine whether the case merits my involvement. I sometimes find myself predicting developments because they occurred in similar cases. Yet each case is different. My clients have taught me humility, to have some patience, to listen carefully to the specifics of their cases and to evaluate their cases independently. Those aren't bad lessons for other parts of our lives, either.

By Jenny B. Davis