

Helping a business grow may not be the traditional role of the corporate lawyer.

But in today's tough economy, more and more lawyers are finding that their clients are relying on them not only for legal advice, but for business strategies as well. It's a creative and challenging aspect of corporate work; on top of that, it can be just plain fun.

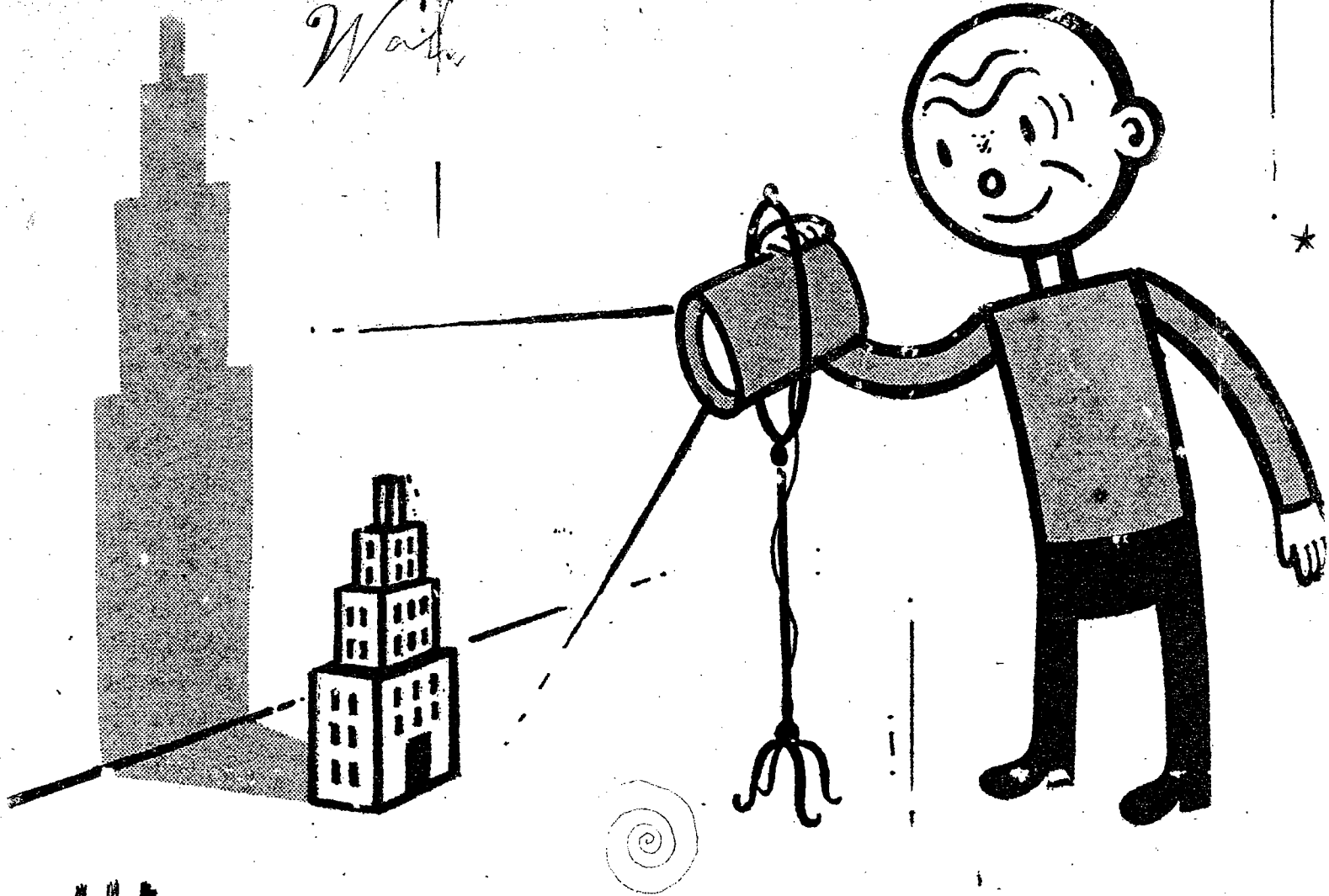
"It's definitely more interesting to be involved in the business world than to just crank out documents," says Melissa Gleespen '00, an associate with Calfee, Halter & Griswold, a 200-plus lawyer firm in Cleveland, Ohio. "It's been one of the most rewarding parts of my career, to get to know businesspeople and how they think."

Of course, for busy corporate lawyers, the legal tasks themselves take precedence over deal-making. But that doesn't mean they can't have an eye out for business opportunities. For Gleespen, who is in her firm's securities and capital markets department, the more she gets involved in the business side, the more she enjoys it. "When you first start out, you have to grasp the legal stuff, to get your job right. But as you become more senior and have more client contact and see how deals evolve and businesses operate, you learn how you can really help your clients to achieve success," she explains.

Assisting in business development may be as simple as helping clients network or as complex as being aware of new financing opportunities, including government grants. Emily Hayes '98, who works at Morse, Barnes-Brown & Pendleton in Waltham, Massachusetts, says finding financing opportunities for clients, many of whom are start-up companies in Boston's high-tech corridor, is an area where her firm excels. >>

How Does Your Bus

Wait



ness **GROW**

