

ED NOVAK AND MARTY HARPER

PHOTOGRAPHY  
BY JERRY  
PORTELLI

## A LAW FIRM ON THE MOVE

**M**any law firms boast about growth, but Polsinelli Shughart PC is a law firm on the move. Whether it's attracting seasoned partners from larger firms, or relocating into new spaces all across the country, Polsinelli Shughart is a law firm on a path to help clients succeed. With over 500 attorneys in 16 offices stretching from Washington, D.C. to Phoenix, the firm has invested in resources to meet the on-going demands of its clients. Strong national resources and Washington, D.C. connections allow the firm to deliver detailed insight and cost-effective solutions to its clients. Their bench strength is balanced by its Midwestern roots and work ethic to deliver the best of all worlds — true value. Much of the firm's growth is happening in the Phoenix office where the firm has tripled in size in the past year, and recently relocated to one of the most highly sought after and desirable locations in Phoenix — the CityScape Tower.

Guiding the growth and success of the Phoenix office is Shareholder Marty Harper. His dogged determination to build a first-rate law office has come to fruition. A "lawyer's lawyer," Harper is a key member of the team who has shepherded two mergers over the past eight years. And all the while, he has maintained a robust trial calendar and is listed in *The Best Lawyers in America*®.

"It has been a pleasure to lead this office," said Harper, who has spent his entire legal career in Phoenix trying tough cases for clients locally and nationally. "These past few years have been the most rewarding of my career."

Harper's reputation for leading and growing a law firm while practicing law caught the attention of fellow Phoenix attorney Ed Novak, who is nationally recognized for his depth in handling white-collar criminal litigation and government investigations. Novak made the move to Polsinelli Shughart in 2008 while serving as president of the State Bar of Arizona.

"I was so impressed with the firm's commitment to the business and legal communities that I decided to come aboard," Novak said. "It was a busy time for me but the firm was supportive in every way. It was the best decision of my career."



FROM L TO R: TROY FRODERMAN, BRIAN MOLL, CHARLES BERRY, NANCY PISARUK, MICHAEL PATTERSON, PHILLIP GUTTILLA AND LUKE NARDUCCI

## FOCUS ON SERVICES

Polsinelli Shughart provides clients a full range of business and trial services. The Phoenix office, which has a history of strong litigators, is now attracting corporate powerhouses like Charles Berry, Brian Moll, Michael Patterson, Phillip Guttilla and Nancy Pisaruk. The firm also is attracting leading intellectual property attorneys, including Christine McAuliffe and Yu Cai, Ph.D.

In March 2010, 13 attorneys from another national firm joined Polsinelli Shughart, greatly expanding the firm's Insurance Coverage/Bad Faith Litigation practice and its Environmental and Natural Resources practice. "Polsinelli Shughart's national presence, leadership and reputation for outstanding client service were key reasons for us joining the firm," said Troy Froderman, chair of the Insurance Coverage/Bad Faith Litigation practice. "Client demands have changed and Polsinelli Shughart is very well-positioned to meet our clients' current and future needs."

A recognized leader in environmental law and chair of the Environmental and Natural Resources practice, Luke Narducci says the move to Polsinelli Shughart has been a win-win for his clients. "The combination of the Polsinelli Shughart business model, the full service attributes of the national legal team, the focus on growth in Arizona as well as in the Rocky Mountain region, the flexible and efficient billing model, and the streamlined decision making are all important components in making Polsinelli Shughart a professional environment," Narducci said. "I am proud to be part of this team."

In addition, Polsinelli Shughart understands that many of its clients have multi-jurisdictional needs and want a legal provider who can assist them across the globe. That is why the firm partnered with Mackrell International and MultiLaw. These exclusive law firm networks from across the globe provide clients elite access to high-caliber professionals in the world's legal and financial markets. Through these associations, the firm is able to offer its clients international legal solutions anywhere they operate, seamlessly. This is a great benefit to clients and helps increase revenues of Arizona-based companies.



## FOCUS ON COMMUNITY

When he's not assisting clients in all facets of real estate ownership, planning and development, attorney Scott Henderson is entrenched in his community. As a member of The Thunderbirds, he has served as its president (Big Chief), its 2002 Phoenix Open Tournament chairman and as one of the founding members of The Thunderbirds Charities.

"A big consideration in my decision to join Polsinelli Shughart was the fact that I was joining a group of attorneys who regularly give of their time and dollars to serve our community," Henderson said.

Firm attorneys are actively involved in the area's most influential organizations. Narducci serves on the board of directors of the Arizona Chamber of Commerce and Gregorio Garcia is a recent addition to the board of directors of the Greater Phoenix Chamber of Commerce. Through the efforts of Novak and others, the firm has played, and continues to play, a significant role in the State Bar of Arizona.

YU CAI AND CHRISTINE MCAULIFFE



## INTELLECTUAL PROPERTY: REDEFINED

When you need resources that are looking beyond the status quo, Christine McAuliffe and Yu Cai, Ph.D., should be at the top of your list. These intellectual property attorneys attract clients who are among the leaders in scientific advancement and include the Translational Genomics Research Institute (TGen), Women's Health America, Science Foundation Arizona, QuantTera and the Van Andel Research Institute.

"Christine is one of the few individuals I can depend upon to get a project over the finish line without requiring constant polling," said Shahram Partovi, president of Emerge.MD, a medical technology company. "Combined with her superior skills, this is a key feature that distinguishes her from other attorneys."

On any given day, McAuliffe may be assisting clients with forming a collaborative solar initiative, managing a worldwide patent or trademark portfolio, or helping clients protect their trade secrets. Yu Cai works with McAuliffe writing patent applications on genetically-modified organisms, medical devices, or nutraceuticals and drafting trademark applications for clients with businesses ranging from biotechnology, cryogenics and medical information technology to food and homeopathic therapies.

## FOCUS ON DIVERSITY

Diversity is important to the firm. About one-third of the attorneys in Phoenix are women or have diverse backgrounds, a percentage that is climbing steadily. It has a focus to attract, retain and mentor the best legal and professional talent available, which includes recruiting attorneys and other staff



FROM L TO R: GREG GARCIA, MELISSA HO AND CYNTHIA ESTRELLA

members with diverse backgrounds and experiences. The firm values what diversity can bring: new approaches to tackling clients' legal issues; enhancement of the Polsinelli Shughart culture; and vital connections to the communities in which they live and work. "Our goal is to attract a diverse workforce as we believe it makes for a more creative and productive work environment, and allows us to improve client relations and enter into emerging markets," Harper said.

Diversity also is reflected in the firm's clients. Nearly 40 percent of corporate attorney Michael Patterson's practice is international, with current clients hailing from, or doing business in, Chile, Germany, Korea, Canada and Mexico. Having lived and practiced in Mexico for 10 years, Patterson has great rapport and credibility as he negotiates on behalf of his clients. Intellectual property attorney Christine McAuliffe works with clients from many countries, including England, Germany, Australia, South Africa, Mexico and parts of the Middle East.

## DEDICATED TO MEETING BUSINESS NEEDS

Polsinelli Shughart is a law firm on the move. Whether legal counsel is needed to structure a business or organization, ensure it is compliant with industry or government regulations, or protect it in litigation situations, Polsinelli Shughart has the broad range of experience and depth of attorneys to help meet those legal objectives. The firm builds enduring relationships with clients by creating value beyond legal services - with passion, ingenuity and a sense of urgency.

## COMMITMENT TO BALANCE

Some people define themselves by their careers alone; but Jack Hebert isn't one of them. He understands work/life balance is important for true success in life. He has practiced law for 35 years as a top bankruptcy and financial restructuring attorney, and founded and managed two highly successful law firms. Respected in his field by colleagues and clients, Hebert speaks regularly around the country and has been recognized by the Bankruptcy Court.

These are fine accomplishments, but they are but one facet of the man. "Finding balance is difficult, but possible and really quite important to the job," Hebert said. "My clients are usually in the middle of a crisis, facing difficult decisions. Being balanced myself helps me do a better job in assisting them."

Hebert is no stranger to crisis. Several years ago, he suffered the loss of a child, forcing him to face his commitment to career head-on. He took seven months leave from his firm and volunteered with Hospice of the Valley to honor the memory of his daughter, Kelly.



JACK HEBERT

Joining Polsinelli Shughart has allowed Hebert to keep his commitment to Hospice of the Valley while maintaining a high profile legal practice. Ensuring employees find balance for family, work and volunteer activities is an important part of the firm culture.

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