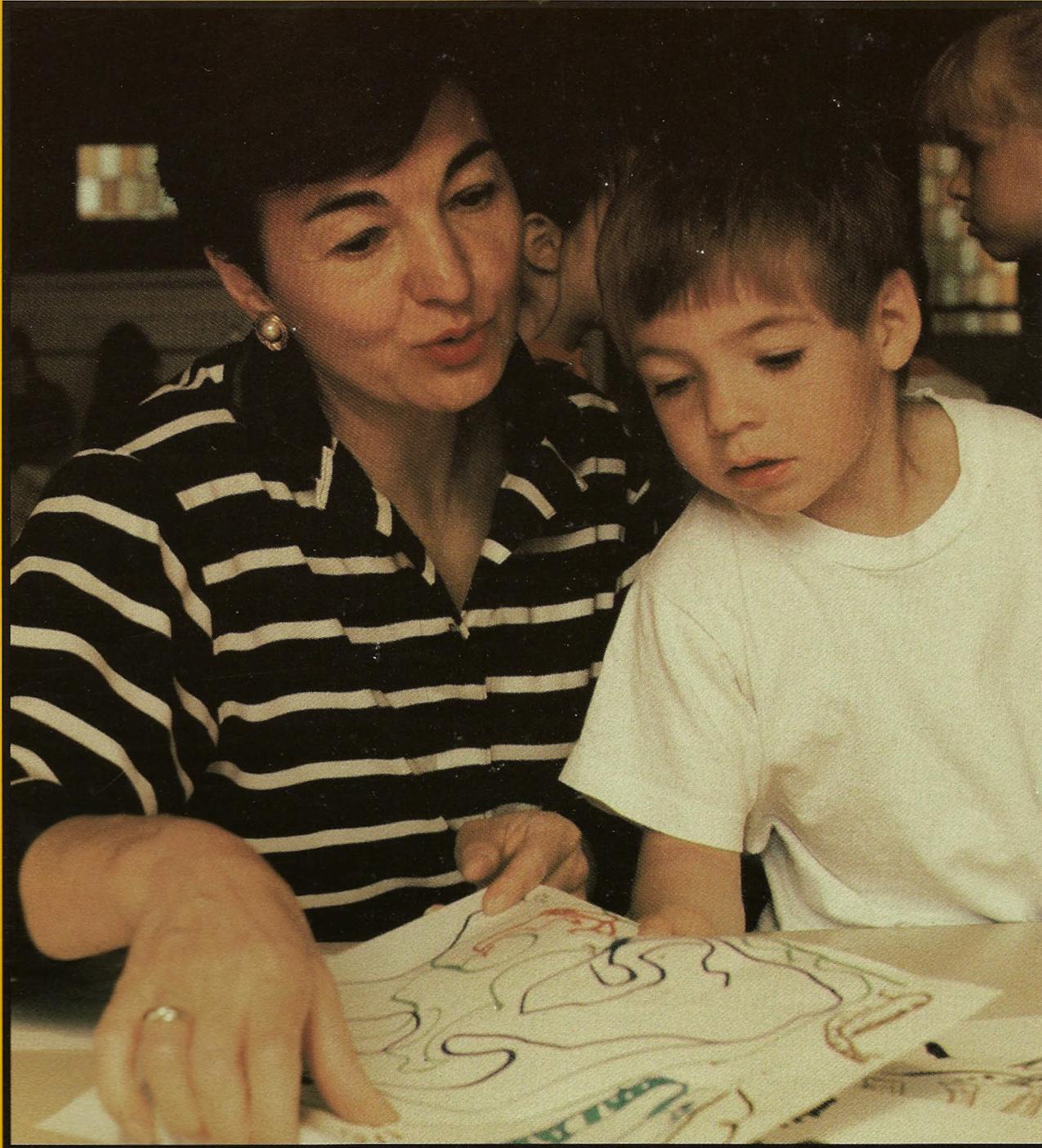


LOYOLA LAW



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Out of practice: Law alums choose other fields

An alumni publication of the School of Law

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On the cover: Francoise Pierre ('82), shown here with her son Edouard, left law practice for a career in education. To read more about law alums working in alternative careers, see the feature on page 3 (photo by Jean Clough).

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Out of practice:

Law alums choose other fields

by Monica M. Walk

They are lawyers, yet they are not lawyers.

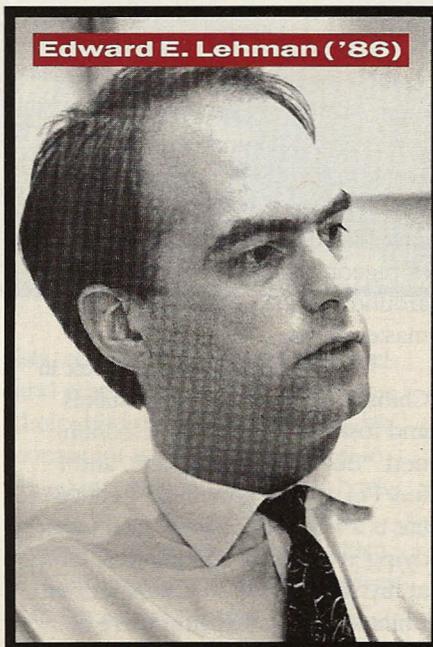
They are plastics manufacturers, stock traders, reporters, computer experts, school administrators, and trade entrepreneurs—all Loyola law alums who, for myriad reasons, decided law practice was not enough.

It wasn't an immediate decision for Edward E. Lehman ('86). Armed with enthusiasm and his law degree, Lehman landed a much-coveted position with the large firm of his choice, Lord, Bissel & Brook. And he did well, extraordinarily quickly, in the firm's London litigation department. When the firm accepted the invitation of the Chinese Ministry of Justice and opened an office in China in 1988, Lehman was the lawyer assigned to do the job.

"It was a big deal for me to go," commented Lehman during a rare trip back to the United States. "I had worked at the firm only two years, and while I was doing well, I suddenly went from '15th man on the bench' to being the one responsible for everything. I opened the office and kept the books. I worked with the Chinese government's 'number three' office in Shanghai, which handled foreign economics and trade, and I even taught master's-level law school courses

several evenings each week at a Chinese law school.

"And then, in June of 1989, the firm got cold feet due to the political situation in China. The university students were protesting against the government.



"Lord, Bissel & Brook wanted to close the office; they told me to come back to the United States," Lehman recalled. "Instead, I resigned...after running the show, I couldn't go back. I'd seen the success of the senior partners, managing 30 cases and living in Park Ridge,

and I just wasn't interested in continuing in that track. I knew I wouldn't enjoy that life. I didn't have a plan when I resigned, but just making the decision was liberating."

And also highly unpopular, Lehman admitted. "My family and friends couldn't understand how I could leave such a secure income source. The firm didn't want me to leave, either," recounted Lehman,

“My family and friends couldn't understand how I could leave such a secure income source.”

whose father, Edward A. Lehman, also is a Loyola law alum (Class of 1957) and a practicing lawyer. "But after I made my decision, I stayed in China, where the impossible seemed to become possible."

Only three weeks after leaving the firm, Lehman formed his own company, Chicago International Partners Inc. "It was around the time of the Beijing student uprising. Japanese and American banks were pulling out of China, and most people thought it was a terrible time to start a business. But it wasn't;

there was a vacuum to be filled," he said. "There also are four American lawyers in China—I know each of them—and 1.2 billion Chinese citizens. To me, that spelled opportunity."

Lehman learned of a Sino-Japanese joint venture in carton manufacturing that needed financing to purchase a manufacturing plant in South Korea. For tax reasons, the companies needed another party to purchase the property and then lease it to them. Lehman took a proposal to a bank, got financing, bought the facility, and leased it to the carton manufacturers for 30 years. Without a business background, he plunged into the field of joint ventures.

"I really took the path of least resistance," he said. "Projects were presented to me. Currently, I'm involved in six joint ventures in a variety of areas: a spearmint flavoring company, a construction company, printing, ship accessories, and construction materials. I own 25-to-60 percent of each joint venture, and I import and export goods between China and the United States, as well."

Shanghai, with its old homes and large expatriate population, is the city Lehman calls home. His business headquarters are in Nanjing, and he has additional offices in another six Chinese cities. While he is fluent in Mandarin, he continues to study with a language tutor for an hour each day to increase his facility. His business card—an important part of the Asian business ritual—is printed in both Chinese characters and English, and lists his title as "Managing Director, American Lawyer."

"Lawyers actually are looked down on in China," he said. "It's much better to be a manager. But my law degree has been helpful in

my dealings concerning contracts and business agreements. Loyola fostered learning of more than law, and what I learned there has helped me deal with problem-solving."

Loyola law professors who know Lehman refer to him, with a smile and a shake of the head, as "our Indiana Jones." He was, after all, a student who came to law school with a year of experience as a volunteer with Maryknoll missionaries in El Salvador and Honduras. He also had received an award for his volunteerism, the Jerusalem Cross, from the Bishop of Guatemala, and the School of Law bestowed a Leadership and Service Award upon Lehman at commencement. Lehman had a fully developed sense of adventure before he ever landed in China.

"When I went into law, I thought of lawyers as 'Renaissance men,'" Lehman explained. "I thought it was about thinking and knowing about many diverse areas. But I began to see that lawyers became specialized, which—to me—resulted in pigeonholing and putting barriers around oneself in order to be a master in one area.

"I work seven days a week in China, and I have made mistakes and lost some money," he continued. "But every day is new, and I feel I'm always growing. I believe life is a learning process, and I was dying at the firm. Sometimes I look at my situation as a very expensive Chinese lesson, because there always is a chance that the government will kick me out. I am a foreigner.

"But I'm pleased with the results of the decision I made, and I don't have any alternative plans. I wouldn't trade my experiences for anyone else's," Lehman insisted. "China has had an allure for Westerners since the days of Marco Polo.

If Ernest Hemingway were alive today, he'd be in China. Asia has the most adventure for your buck."

While Lehman's personal path led him out of the United States, events in the life of lawyer Francoise Pierre conspired to bring her from France to Chicago. To make the most of her time while her husband completed post-graduate work at the University of Illinois, Pierre enrolled in Loyola's law school to supplement her legal education by learning about the American system. After all, she enjoyed law and was a successful lawyer—having an expertise in American law only could enhance her practice in France.

Pierre earned a degree from Loyola in 1982, and ten years later, she still resides in Chicago. Despite her additional Loyola degree and 15 fulfilling years as a lawyer in France, Pierre no longer practices law.

"I changed careers at 40," she said. "I am an example of a growing trend of people changing professions. I had been a professional for so long, with no plans to have children. But in my late 30s, I did have children. I knew how many hours were involved in law practice, and I said 'no, not with kids.' I had already proven myself as a lawyer, so I decided it was time to do something else."

Because she had worked for two years in the area of educational relations at the French Consulate in Chicago, Pierre understood the American education system. She also knew Chicago had no French or international school. So she completed another degree, a master's in education, and founded such a school in 1985.

"Education is very important to the French, and the country has a strong, centralized program that has

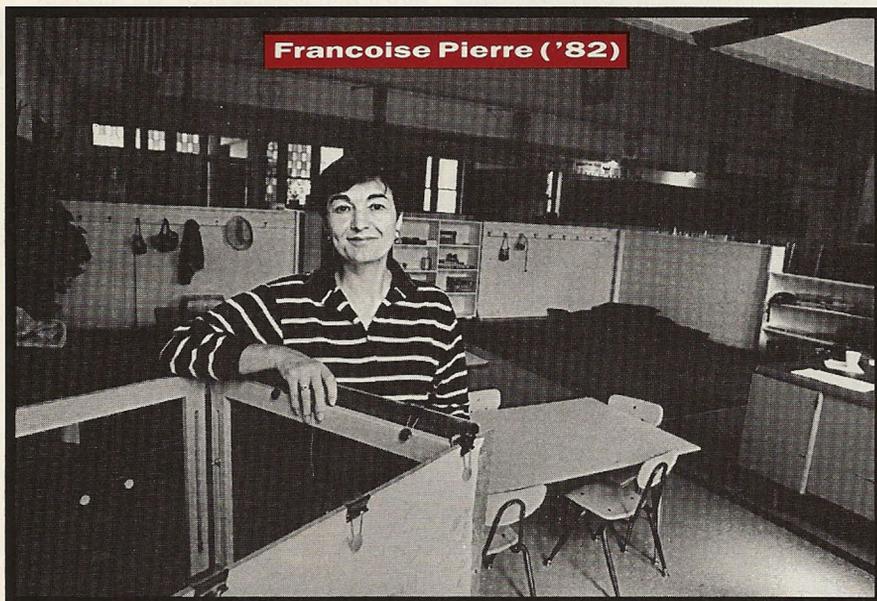
grown into an international system with the same curriculum in schools all around the world," Pierre explained. "There are 27 such international schools in the United States, aimed at parents who believe people are becoming more globally oriented. French once was the international language, and an American child who can speak French can communicate with most Europeans."

children and will encompass preschool through grade nine next year. Each year the number of students has increased by 25 percent; the 1992 enrollment included 147 students.

"I would say 70 percent of our students come from mono-lingual families who believe in the growing importance of global community," said Pierre. "We do have 17 national-

in math when compared to their counterparts in the American school system. Pierre's students learn algebra in the fifth grade—in French.

The year before, they've begun studying a third language, usually German, and in sixth grade they study anatomy. As they get older, students have the option of selecting a curriculum that is oriented more toward literature or mathematics.



“I changed careers at 40; I am an example of a growing trend of people changing professions. I knew how many hours were involved in law practice, and I said ‘no, not with kids’....I decided it was time to do something else.”

Pierre founded the school herself, with five preschool students, one of whom was her son, Philippe. "He was one of my main reasons for founding the school," she said. Both of Pierre's children now attend the school. "I could work and be with Philippe, and now also with Edouard. And as a mother, I knew how difficult it was for working mothers to find daycare in this country. Compared to Europe, America has a real lack of help for working mothers, so in addition to classes from 8:30 a.m. to 3:30 p.m., we also offer supervised activities an hour before classes begin and after school until 5:30 p.m."

The school has grown with the

ists, children whose parents travel and who know that the education their children receive here will be consistent with their education in Moscow or Paris. The ethnic backgrounds of our students include Polish, Korean, Romanian, British, Filipino, Japanese, South American, African American, and Russian."

Pierre says the curriculum, monitored by the French government and reaccredited by a French official who visits the school each year, also is comprehensive. History, geography, science, art, music, and mathematics are emphasized—in fact, International School students are at least two years ahead

And since the French language is taught via the immersion method, children who enter the school at an older age receive tutoring and attend some special classes in English; younger children are taught through play and song.

"This is education similar to what I received as a child, and there is a demand for it," Pierre noted. "We take the best of both the American and the French education systems. This is not a school for gifted children, but the curriculum is demanding. After one year of immersion, a child understands everything and after two or three years he or she is completely bilingual."

Pierre hires her teachers in France and operates the school on the European system of six weeks of

classes alternated with one week of vacation, September through June. Such a system prevents the children from becoming tired, she said. Many of her students continue their studies by participating in a school-sponsored summer camp in Wisconsin.

Even the school's location accents its European roots. Housed in the former Sunday school annex at the Swedish Ebenezer Lutheran Church in Chicago's North Side Andersonville neighborhood since 1988, the International School doesn't even look like American

A guidance counselor once suggested to me that law school was the last part of a complete liberal arts education.

schools. There are no walls made of concrete block; in fact there are no walls at all—classrooms are divided by movable partitions. The cathedral-height ceiling is accented by a double-row of flags from various nations, and an enormous stained-glass window overlooks the grand piano and stage at the end of the hall.

As principal, Pierre supervises the teachers and presents the school to interested parents. "My law school education comes in handy in my administration," Pierre said. "I know how to deal with facts, and people, and difficulties from working in the law. Actually, in Europe, many people go to law school without intending to practice law. They specialize in other fields such as banking and insurance.

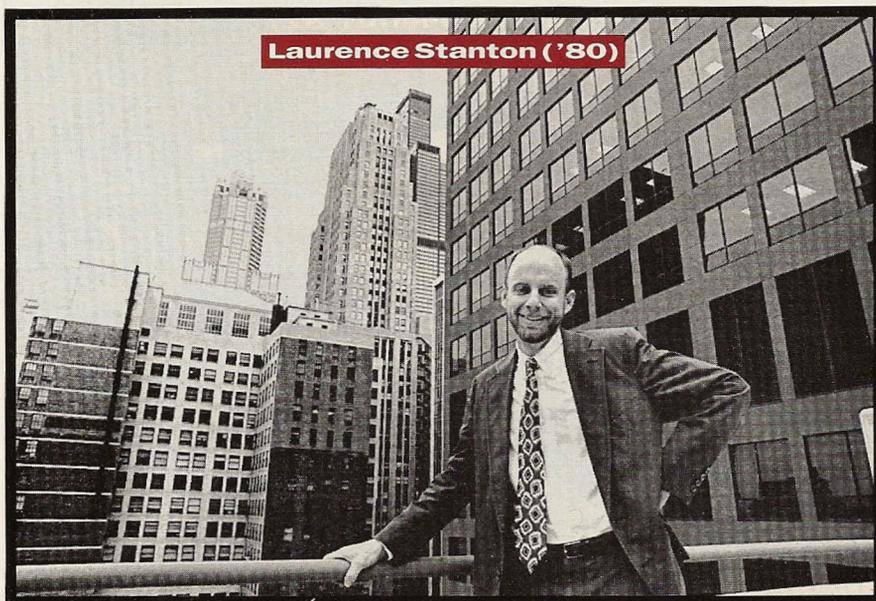
"I love what I do now," Pierre

said, after receiving a hug from yet another kindergartner and listening to the stories of the blue-and-white-uniformed students who called out to "Madame Pierre" as she made her rounds of the school. "I feel very helpful, and I think for perhaps the next 15 years I will want to do this. Then I may change careers again. People change, you know."

Laurence Stanton ('80) is another Loyola law alum who has

degree, Stanton ran Loyola's Street Law Program, administering grant money and overseeing the program that puts Loyola law students in Chicago high school classrooms, where they explain basic law concepts to teenagers.

Stanton doubled the size of the law school's clinical program, developed a teacher-training institute, and organized and publicized a city-wide mock trial competition. He directed



applied his law degree to the field of education. But Stanton's career began in education, as a high-school teacher, and expanded to law only as a way to increase his own impact in his chosen field.

"After teaching for a year, I found myself drawn to the law-related issues of education," Stanton said. "And I thought a law degree would be helpful. I figured that about 50 percent of all Board of Education issues were resolved by the board being told what to do by the legislature. The law drives education, and I figured that if I understood the process, I'd be at an advantage."

Immediately after receiving his

the program for three years before deciding he had other educational projects to conquer.

He looked at the range of jobs in the education field while pursuing a master's degree in public administration at the Kennedy School of Government at Harvard University. "I decided that I wanted a position as an assistant to a college or university president," Stanton said.

S Stanton landed exactly that type of job with the City Colleges of Chicago, a system of eight public community colleges serving 80,000 students. He joined the administrative services team in 1986, and became vice chancellor two years

later. In this capacity, Stanton managed the colleges' buildings and grounds; the system's telecommunications, publications, and management information systems; all purchasing and contract compliance; and human resources. In essence, he was responsible for many of the support services necessary for City Colleges to carry out its educational mission.

But after six years with City Colleges, Stanton wanted new administrative challenges. In July, he accepted a newly created position with the Chapin Hall Center for Children at the University of Chicago, an independent center for the research and development of policies, practices, and programs affecting children.

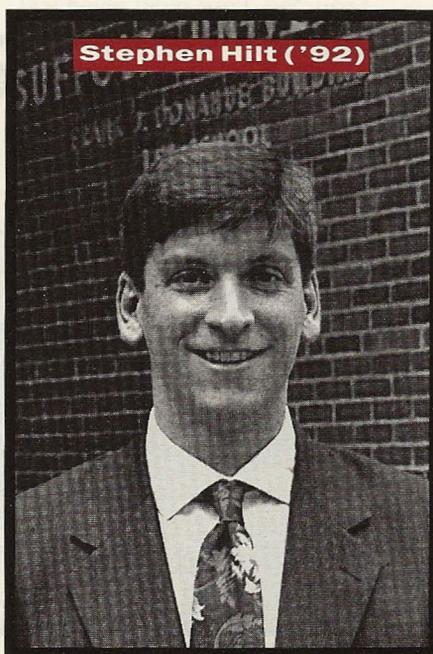
"The center's mission is to improve the status of children in society," Stanton explained. "It's a very broad mission, and encompasses many projects. For instance, the staff at Chapin Hall works with the Department of Children and Family Services, evaluating its mission and approach and the effectiveness of programs. Researchers also study the infrastructure available to and necessary for children; things all children should have, such as parks, playgrounds, libraries, day camps, and after-school activities.

"And, researchers at the center have created an incredible data base for tracking the effects of a number of institutions on children in a four-state range. With this data base, the Chapin Hall staff can track such things as the effects of foster care."

In his role as assistant director, Stanton will be involved with the budget and the day-to-day management of the center. Non-profit Chapin Hall has an annual budget of \$3 million, which comes from foundations, government contracts, and

the center's endowment. Forty of the 70 members on the staff are devoted to full-time research on issues affecting children.

"The center isn't an advocacy group," Stanton explained. "Chapin Hall is a group of independent researchers involved in a public-education service. We want to articulate and represent the interests of



children in the ongoing public debate about their needs, and we want to disseminate thorough and reliable information to policy-makers on all levels. The center has grown tremendously during the past few years, and I expect to help plan its future."

Like education, Stanton noted, many decisions regarding child welfare are made in the courts.

"My legal background certainly has been helpful in my work, first at City Colleges and now at Chapin Hall," Stanton said. "Actually, a guidance counselor once suggested to me that law school was the last part of a complete liberal arts education. It can be helpful in many areas."

By teaching a course on law

and education at Loyola, Stanton said he forces himself to keep up with changes in the legal system while sharing his real-life experience with students. Loyola honored him for his dedication to the law by presenting Stanton with the Francis J. Rooney-St. Thomas More Award two years ago.

"And although I don't practice law, I think of myself as a lawyer," Stanton continued. "That's something that law school does for a person, I guess."

I found the idea of being a key player in a law school quite attractive—I could keep my hand in the law profession while playing on my other strengths, as well.

Like many recent graduates, Stephen Hilt ('92) spent much of the summer "thinking like a lawyer" as he studied for the bar exam. But Hilt opted to sit for the exam more as a point of pride and as closure to his law school education than as a means to further his law career. He already had an office awaiting him at Suffolk University Law School in Boston, and bar credentials were not a requirement for the job as director of budget and administration.

"I didn't go to law school to be a litigator: I worked four years in banking before enrolling in law school," Hilt said, "and it was my interest in the law-related areas of banking that led me to law school. I already had earned an M.B.A., and I went to Loyola with the idea of working on the transactional side of

law or of continuing in the banking field with the advantage of a law degree.”

But his work as an administrative assistant to Associate Dean Thomas M. Haney, LL.M., provided Hilt with a new career track. “Dean Haney needed an assistant to help him with the summer Rome program and I found the stipend of free tuition in Rome very appealing,” said Hilt, who was hired for the position during his first year. “We worked very well together and I discovered I had a knack for administration. I then worked as an administrative assistant to the deans for the next two academic years, and I experienced much that went on in the administrative offices of the law school, including the Central and Eastern European Law Initiative [CEELI] and the accreditation site visit.

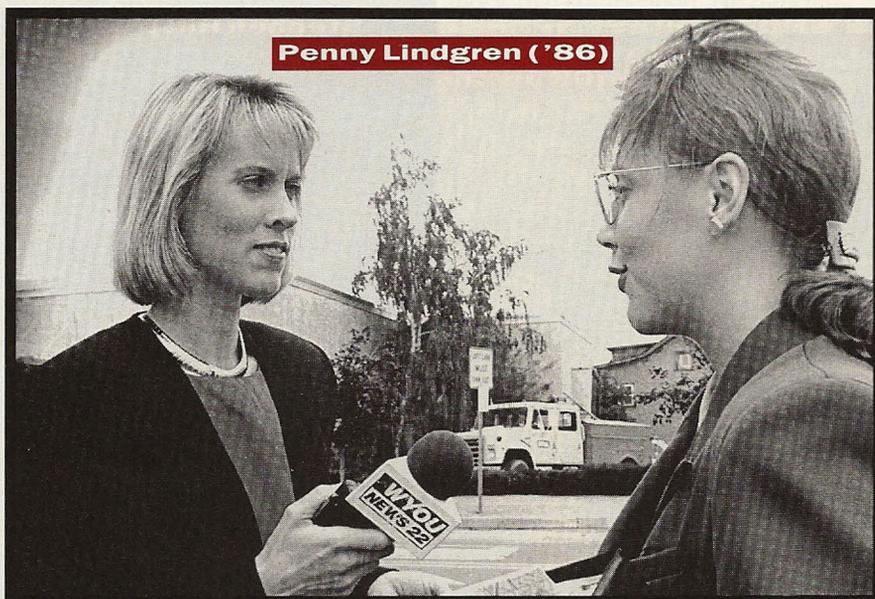
“During my last year of law school, Dean Nina Appel called me into her office and asked me about my career plans,” Hilt continued. “She told me about the need in law schools for people with administrative skills and experience with finances and budgets. I found the idea of being a key player in a law school quite attractive—I could keep my hand in the law profession while playing on my other strengths, as well.”

Although Hilt came to Loyola from western Massachusetts because he was interested in the school’s tax program and wanted to live in a large city while attending law school, he also knew that he wanted to live and work back on the East Coast. “I wrote to many schools, and Suffolk University in Boston was the only school interviewing for an administrative staff position that sounded like what I wanted,” Hilt

said. “A law degree was not required for the position, but it certainly helped me. I know what’s going on in law schools—what’s involved in the education and in the substance of law. That can only help in my endeavors with the school, especially as I network with judges and legal employers and deal with the areas in which we are connected with the city.”

well in the job. I’ve been fortunate in recognizing opportunity at other times in my life, and accepting opportunity always has worked well for me.”

Law school also presented Penny Lindgren (’86) with a career opportunity outside of law practice. While enrolled in a class in the English department as part of her elective law coursework, Lindgren



Hilt manages the budget for the law school and handles administrative functions, including purchasing of equipment, furniture, and other supplies. “Positions like mine traditionally were secretarial or the tasks were done by whomever was available to handle them. Now, such positions have become more managerial as schools are being run more like businesses,” Hilt explained.

“While I may still practice law someday, I didn’t have a predisposed notion that I had to do that after receiving my degree,” he continued. “This position was an opportunity that presented itself and I knew that I had the skills to perform

interviewed a local television news reporter for a writing assignment. That reporter, Erin Moriarty, then with Channel 5, happened to have a law degree. She encouraged Lindgren to consider broadcast journalism and became a mentor when Lindgren wanted to know more about the field.

“I passed the bar,” Lindgren said. “I really had intended to practice law in Chicago, but I decided that first I’d send resumes and audition tapes to a number of newsrooms.

“In all honesty, those tapes were the work of a real amateur, even though I’d had an acting class

in which we worked on video. And while I decided to go to law school because I liked to write and speak and I had written monthly articles for the journal *For the Defense* while I was in law school, as well as a senior thesis as an undergraduate at the University of Chicago, I had no training in news writing. If I'd realized then how little I knew, I might not have pursued a job in news. But I thought it sounded like fun."

On the last day of her testing, Lindgren collapsed from exhaustion in the station lobby and was carried by ambulance to a local hospital. But she had the job.

When station WYOU-TV22 in Scranton, Pa., responded to Lindgren's resume and asked to see her tape, she ingeniously delivered it herself. "They told me I had no experience, which I knew, and that I might get a job in a smaller market," Lindgren recalled. "I told them I wanted to work there, at that station, and I convinced them to give me six weeks to prove myself."

She worked 17-hour days during her trial period, gleaning all she could from newsroom professionals who were at first wary of her legal background and lack of news know-how. On the last day of her testing, Lindgren collapsed from exhaustion in the station lobby and was carried by ambulance to a local hospital. But she had the job.

As a general assignment reporter, Lindgren covered both spot news and features. She soon moved

into the role of consumer and legal reporter, delivering "news-you-can-use" types of reports.

"In addition to using my knowledge of the law when I was a legal reporter, it has come in handy in consumer reporting," said Lindgren, who received the Pennsylvania Bar Association's legal reporting award in 1990. "Consumer reporting often leads to lawsuits. But I've never been sued, because I know when I'm on a limb, and I know what language to use to protect myself.

"I've also had to think on my feet during live reports and have a 'Plan B'—much like litigators have to do in court," she continued. "I actually see many parallels between what I do and what trial lawyers do during the course of their days. We both talk to people, write up accounts of those conversations, and 'sell' the stories to the jury, or audience. I really do think the skills I've been developing in news reporting could transfer to litigation, if I wanted to make the change."

After working weekends for a number of years, Lindgren said she now has the best job in the news business. As midday anchor, she works 9:30 a.m.-6:30 p.m. She writes her noon broadcast, delivers the news, prepares a number of hourly newsbreaks, and works on consumer stories for the 6 p.m. broadcast. Lindgren continues on her beat as consumer reporter, along with her anchor duties.

But her rise to the anchor slot involved another trial by fire. "Our only weekend anchor—a good friend of mine—got sick just as we were going on the air," she recalled. "I had been outside reporting at a state park all day, and looked wilted, but I was the only other news person at the station. They pinned a

microphone on me, plopped me in the chair, and there I was—with no directions. I also didn't have my contacts in, which made it very tough to read the teleprompter, so I had to keep looking down at the script. I got one lens in during a commercial break, which helped, but I was nearly hysterical with laughter. When my father saw the tape later, he actually fell out of his chair because he was laughing so hard. But they asked me to anchor again."

As the daughter of a lawyer, Lindgren said her knowledge of lawyers' long days and hard work habits played a role in her decision to try to land a job in news before entering law practice. "Many people are amazed when they learn that I have a law degree, and they ask a lot of questions about why I changed careers," Lindgren said. "Law was a very stable field when I graduated from law school; I didn't choose this profession simply because I needed a job.

"I like to learn, and as far as careers go, this is a great job for learning," she continued. "The way I see it, lawyers usually have to wait for excitement to walk in the door. But a reporter finds excitement every day. There is stress on the job; we have deadlines, and sometimes we yell at each other in the newsroom. But I don't have any homework.

"Interestingly enough, lawyers are never the people who ask why I chose to do this instead of practice," Lindgren said. "They usually just want to know how they can get in." ■

ADMINISTRATION PROFILE

by Monica M. Walk

The reactions of colleagues and friends registered unsolicited and absolute approval when Jody Greenspan, J.D., told them about her job change.

"I got a lot of genuine smiles when I told people I was going to work at Loyola," said the new assistant dean for law school career services and the part-time division. "My peers in the National Association for Law Placement (NALP) told me 'You'll love it there' and 'Loyola's a good school.'

"Loyola obviously has engendered a lot of goodwill—in the legal community and among students and alums—and I am blessed to have such positive feelings to build on."

Greenspan, who joined the law school's staff in late March, came to Loyola from the New York University School of Law's career planning and placement office, where she was director of employer recruitment and placement since 1989. She joined NYU's placement office in 1985 as a coordinator of recruitment programs, and was promoted to assistant director in 1986. While at NYU, Greenspan conducted the largest on-campus interviewing program in the nation, managed job fairs, served as liaison to NALP and to employers of NYU law graduates, published employer information and recruitment directories and handbooks, and counseled law students and alums on job searches.

"I came to Chicago solely because of Loyola," Greenspan said. "I did a lot of investigation, and found that I liked what Loyola stood

for. The morals and ethics of this school mesh with my own values, and I am impressed with the school's service to the community, including alums. I can see that placement services are valued here, and I believe this will be an exciting time to work at this law school. Loyola's reputation really is growing."

"I am very pleased to have Jody on our staff," said School of Law Dean Nina Appel, J.D. "She had an excellent record at NYU, and I believe she will be a great help to our students and alumni as they look for jobs in this difficult economic climate. Jody also attended law school at Boston College, and has an understanding and appreciation of the Jesuit atmosphere and concern for the whole individual. I think this understanding will enable her to help our graduates with long-term job satisfaction. I believe we recruited the best possible person for the position."

Nearly coinciding with her hire at Loyola, *U.S. News & World Report* (March 23, 1992) named Greenspan's former employer the number one law placement office in the nation.

"I have interviewed graduates of NYU's LL.M. program at the NYU campus when looking for faculty for our law school, and I agree that NYU's treatment of interviewees and the general professionalism of the placement office was far better than any of the other schools I visited," Appel said. "Since Jody played such an important role at NYU for seven years, I think it is nice to know that others—such as *U.S. News & World*

Report—shared my perception."

"We worked very hard to keep our interviewing employer numbers up in our placement office at NYU," Greenspan said. "I'm very proud that our diligence was noted."

"I do think that some aspects of the *U.S. News & World Report* survey were questionable," she added. "For instance, starting salary for graduates was considered in the ranking, and according to *U.S. News & World Report*, the higher the average starting salary, the higher the success of the placement office. I don't agree with that. The high paying jobs are at large firms, and if all your graduates are going to large firms, I think that indicates both a boring class and an unsuccessful job of matching student and employer. Students should have access to a variety of job opportunities, and I work hard to offer that variety and choice by nurturing relationships with many types of law practices. I will continue my efforts to offer that sort of choice to students and alums of Loyola, and I have been pleased to discover that the other staff members here also value that diversity."

Regarding the national economic climate, Greenspan called it a tough, but challenging and exciting, time for lawyers to search for positions.

"There has been a recession in the business world, and business has been a major client for most attorneys," Greenspan acknowledged. "At the same time, the funding for public interest law and government organizations is lower than in the past and



Jody Greenspan, J.D.

corporations are continuing to tighten their belts, which often affects legal departments. There are fewer positions available, and just as many graduates and alums as in the past.

"But there is a positive side: there always is a need for good attorneys. Employers want to hire attorneys with maturity, personality, business knowledge, and common sense. They now are looking more carefully at whom they hire, and doing studies of their firms and offices to determine why some hires have been successful and how they can duplicate this success.

"This self-analysis on the part of employers and potential employees is creating more successful hires and acceptances," Greenspan said. "Since these decisions are intelligent and well-analyzed, they last longer and prove to be positive experiences. The tough part is getting

employers to open their doors to students. That's the job of the placement office—we try to convince the employers that our graduates are special and worth their attention."

Greenspan enrolled in law school after encountering numerous legal snafus in her initial career in theater management. "After I graduated from Smith College in Northhampton, Mass., with a degree in theater and psychology, I was helping to move British playwrights and casts to the United States to perform and was coming up against tough equity rules," she recalled. "I discovered that I literally needed to be a lawyer to get the job done. When I enrolled in law school, I didn't plan to practice—but law school does wonderful things to your head."

She joined McCabe/Gordon P.C., an aggressive, then-new Boston firm specializing in bankruptcy and corporate litigation, after receiving a J.D. degree from Boston College School of Law in 1983. Due to the small size of the firm, Greenspan handled the hiring and training of interns in addition to her associate duties and then was promoted to the committee for permanent hires.

"I loved the administration, and eventually realized that I liked managing more than practice," she said. "I networked for six months, learned that NYU had the most innovative placement office in the country, and decided I would try to work there. I became enamored with the school. They were interested in trying harder to be better, and they took risks.

Hiring me, a practicing attorney, as a member of their placement office was at that time a risk. Since 1987, it has been common to hire people with J.D. degrees to work in placement offices, but in 1985 it was unusual."

Greenspan believes her background in psychology, including co-teaching a course with a professor while an undergraduate at Smith, has been an asset to her placement work. "I counsel people who are looking for jobs and train them in the skills to complete a successful job search," she said. "Sometimes the people who come in to see me have lost high-paying jobs and now are facing the loss of their homes, because they no longer can make the payments. These can be pretty tough situations, and I do what I can to ease their distress. We talk about their alternatives and what they can do to get back into the workforce.

"The average lawyer changes jobs six times," Greenspan continued. "I want to serve our alums when they go through these changes. I also offer special help to our part-time students in the evening division. I keep evening office hours each week to enable these students to come to me with questions about their law education at Loyola. I see this office as a small business, a service organization. And I plan to use my position as 1992-93 chairperson of NALP's marketing task force and the fact that I am new to Loyola to really get Loyola's name out into the legal community." ■