

LONG ISLAND EDITION | FEBRUARY 2015

ATTORNEY AT LAW

www.AttorneyAtLawMagazine.com

MAGAZINE®

Rachel Schulman

ATTORNEY OF THE MONTH

Estimating Taxes for Law Firm Partners

By Michael J. Garibaldi,
CPA/ABV/CFF/CGMA

Easements Can Make or Break a Deal

By Frank S. Ferrantello

Commercial Leases and Transfer Rights

By Leonard A. Bellavia, Esq.

Rachel Schulman

INNOVATION

FOR THE NEXT GENERATION OF LAWYERS By Haley Freeman

Rachel Schulman is a professional of many and varied talents, who has ventured beyond the confines of the white shoe legal model to innovate a new kind of practice for an evolving legal economy. Schulman's firm is a litigation and brief-writing boutique that devotes substantial time to freelance work for other litigators, in addition to direct representation of entities and individuals.

“O

ver the past few years, I have worked as of counsel to more than 60 law firms. At times, I am retained as the hired gun to brief a dispositive motion or to write an appeal; at other times, I am retained on a matter from inception through resolution,” Schulman said. “The breadth of issues I handle, ranging from a protracted jurisdictional dispute on a gas and oil class arbitration to a civil rights appeal seeking a retrial following a wrongful 18-year incarceration for rape and murder, is truly remarkable. It is reminiscent of my work as a federal law clerk. Most lawyers haven’t been exposed to this variety of issues since they were law students.”

From a business stance, her freelancing model is cutting edge. One of her clients, Peter J. McKenna, a retired litigation partner from Skadden, Arps, Slate, Meagher & Flom LLP states, “With over 35 years of experience, I can say that

in the past, elite law firms would not have considered hiring of counsel attorneys who had practices of their own. But with the technological revolution, the market has changed and this type of service can be quite attractive to law firms. I foresee legal freelancing becoming a more mainstream business model as more lawyers understand the benefits of outsourcing.”

Geri S. Krauss of Krauss PLLC, a sole practitioner based in White Plains, New York states with regard to the rise of the freelance law practice, “there have been enormous changes in the profession. While it used to be the exception for a partner to leave a firm, it is now an everyday occurrence.” In her view, freelancers are an “essential adjunct” and provide a “win-win” solution to these booming solo and small firm practices which can retain freelance attorneys on an “as needed” basis.

As Schulman explains, “It is more cost-effective to hire me as needed than to employ an associate on a full-time basis. Full-time associates require a benefits package, insurance coverage and a long-term commitment.” Rather, Schulman can assist firms with specific needs in a more targeted fashion.

Schulman’s legal and academic background speaks for itself. She graduated magna cum laude from Duke University, attending on a partial tuition scholarship for music performance. Thereafter, she graduated from Columbia Law School as a Kent Scholar, having served as a managing editor and published author on the Columbia Journal of Law and Social Problems. Schulman clerked for the Honorable John Gleeson on the United States District Court for the Eastern District of New York and for the Honorable Morton I. Greenberg on the United States Court of Appeals

“ I was ... excited about the prospect of working ...
with a variety of highly intelligent lawyers. ”



for the Third Circuit. She worked as an associate at Kirkland & Ellis LLP in New York as well as an associate at the Hoyle Law Firm in Philadelphia. She taught as an adjunct professor of legal research and writing at Temple University Beasley School of Law.

Recently, Schulman was named among the Super Lawyers New York Metro Rising Stars and the Top Women Attorneys in New York. Schulman has participated on numerous winning trial teams. She has the courtroom presence, legal writing expertise, creativity and entrepreneurial drive that make so many litigators want her to be part of their team.

Indeed, Schulman's independent practice began with a trial victory. She was retained by sole practitioner Geri S. Krauss to assist with pre-trial briefing and to participate as the second-chair attorney on a 12-day federal jury trial that resulted in a multimillion-dollar verdict for Krauss' client, a partner of an asset management firm recovering her rightful share. Notably, Krauss and Schulman's two-lawyer team prevailed over a much larger team of attorneys from Skadden. Thereafter, Krauss retained Schulman to participate alongside her on other successful litigations and arbitrations. "My solo practice grew from there. Geri referred me to her colleagues, and I quickly learned there was a need in the profession for a lawyer very adept at written advocacy," Schulman said.

"I was particularly excited about the prospect of working in a collaborative manner with a variety of highly intelligent lawyers," she said. Indeed, her legal writing skills were honed in precisely that manner. She first developed as a legal writer working as an author and editor on her law journal. She then worked alongside Judge Gleeson and Judge Greenberg during her clerkships. Under their tutelage, she

fine-tuned her skills. As she recalls, there was no better encouragement than hearing Judge Gleeson proclaim regarding an opinion they had crafted after some back-and-forth editing, "This is a thing of beauty!"

Schulman's practice is not limited to legal writing. She has clients including an environmental technology corporation and an anesthesia services corporation currently involved in litigations in state and federal court. Schulman also recently argued an appeal before the First Judicial Department of the Supreme Court of the state of New York. "As I believe most other litigators would agree, appearing in court is a highlight of the practice," she said. Her firm's main practice areas are commercial disputes, civil rights claims, labor and employment litigation, class actions and appeals.

She recently worked on a plaintiffs' team as the lead brief writer on a complex gas and oil class arbitration. Their adversary was Kirkland & Ellis, her former employer. Ultimately, the parties reached a global settlement that, if approved, will result in a multimillion-dollar class settlement for the plaintiffs, thousands of Pennsylvania landowners seeking redress for wrongful deductions on royalty payments.

In addition to the opportunity to work with talented colleagues, and on a variety of interesting legal issues, another benefit of Schulman's practice is time management. "My practice enables me the flexibility to serve as the class parent for both of my children and to meet with teachers during school hours. I can take a 30-minute work break and go for a bike ride with my daughter, or play one-on-one hoops with my son after school, without my clients being affected. No one cares if the work is done at 1 a.m. instead of 1 p.m., so long as its quality is top-notch." As she is both a "workaholic" and a "very involved mother," her business model is ideal. Schulman also makes time to play clarinet in the Ridgewood Concert Band and to keep up with her hobbies of tennis and distance running.

Schulman feels fortunate to have built a law practice that she thoroughly enjoys. She encourages other attorneys to explore a non-traditional path, opining that "the profession has truly become open to innovation and entrepreneurship."



WHITE LIGHT PHOTOGRAPHY

AT A GLANCE

Rachel Schulman, Esq. PLLC

14 Bond Street, Suite 143
Great Neck, NY 11021
(917) 270-7132
rachel@schulmanpllc.com
www.schulmanpllc.com
www.linkedin.com/in/schulmanpllc

Education

Juris Doctor, Columbia University, 2000, James Kent Scholar
Bachelor of Arts, Duke University, 1997

Bar Admissions

New York
New Jersey
Pennsylvania

Litigation & Appellate Services

Appeals, Arbitration, Business Torts, Civil Rights Claims, Class Actions, Commercial Disputes, Contract Claims, Discrimination Claims, Fraud Claims, International Disputes, Labor and Employment Disputes, Mediation, Partnership Disputes

Teaching

Temple University Beasley School of Law, Adjunct Professor of Legal Writing, 2004-05

Pro Bono

Nassau Academy of Law, Hon. Elaine Jackson Stack Moot Court Brief Scorer, 2012, 2014

Honors & Recognitions

Selected to Super Lawyers New York Metro Rising Stars, 2014
Selected to Top Women Attorneys in New York, 2014
A.J. Fletcher Music Scholarship, Duke University
Julia Wilkinson Mueller Graduation Prize in Music, Duke University

Personal

Clarinetist, Ridgewood Concert Band



WHITE LIGHT PHOTOGRAPHY