



# THE VALLEY'S TRUSTED ADVISORS

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PRESENTED BY



WOODBURY UNIVERSITY

## Trusted Advisor Honorees – Attorneys

Each attorney was asked to respond to this question: “What are two or three examples of what you are doing to better serve your clients?” Clients also provided insights as to why they wanted their trusted advisor to be recognized.



**John B. Marshall**

*Attorney/  
VicePresident/  
Shareholder*

**Lewitt, Hackman,  
Shapiro, Marshall  
& Harlan**

Years in profession: **42**

**Response:**

“I actually travel to the client’s office rather than make them come to me. I keep a client apprised of everything that is going on in their matter. I always remember that this is their case, not mine. I take the time to explain every-

thing that’s going on. There’s no such thing as a dumb question, and it’s my job to make sure the client understands everything that goes into a decision.”

**Client Focus:**

“*He has the ability to work well and communicate with both his client (including a diverse board of directors) as well as third parties with possibly opposing ideas. When matters are outside his areas of expertise, he has no hesitancy to bring in others both inside his firm ... and outside his firm as appropriate.*”

—John Fleck, CEO of Lycée International de Los