

Get to Know

Gunjan Talati

Is being an attorney what you thought it would be? How are things different from what you imagined?

I think a lot of folks have different notions of what being an attorney is like when they go to law school and it completely changes by the time you come out. Most people think of attorneys as what you see on tv, but the reality is very different.

There are so many different and new areas of law, and what you're required to do to advocate for different clients varies greatly based on the type of law you practice. Many of us go into law school thinking we're going to do 'abc', but it turns out that based on what type of law you do, we have to actually do 'xyz.'

After becoming an attorney, what made you want to stay working as an attorney?

I really enjoy the different people I get to work with and the different types of matters I get to handle. **You don't know what's coming in the door the next day, so you have to be on your toes.** I like that one day I'm working on litigation, another day I'm working on counseling issues, and another day transactional issues, which forces me to keep a number of different skills sharp. It also allows me the opportunity to have a broad base of experience.

What is your go-to piece of advice you have for upcoming associates?

My go-to piece of advice is make the life of whoever you're working with a little bit easier. Whether that's somebody in the room that you're working with or a client, I think **an easy way to stand out is to take steps to make other people's lives easier.** Folks will remember and appreciate that little bit of *extra* that you give.

What has been the biggest difference between being an associate and being partner?

The biggest difference is you always have to think more long-term than the projects on your plate. You have to be attuned to your business development, client service issues, and administrative matters. You're no longer just handling cases. You're responsible for being a contributing member to the firm, being an owner of the firm, and all the responsibilities that entails.

How has being a practicing attorney been different from what you learned in law school?

It's different! The government uses contracts to impose a number of compliance obligations and restrictions, and that number has grown significantly from when I started to now. There is no end in sight, and it will continue to grow.

What's a story you've heard/witnessed during your tenure as an attorney that's always stuck with you?

When I was early in my career, there was a senior partner that I was working with as part of a team. One of the things that really stood out to me was that no matter how late we were working, or how many weekends we worked on this particular large case, he was always there in the office if we were there.

Even if he wasn't actually directly working on the matter that his team was working on, he was there and he always made sure that we *knew* he was there. That always stuck with me because there have been times that attorneys would pass things off and go about their day, **but he really made it a point to let his troops know that if they were working, he was working.** He was always accessible and that struck me as a hallmark of a good leader.

What is your proudest moment?

My proudest moment has been watching my seven-year-old twins learn and discover their hobbies and interests. Professionally, my proudest moments are those where the team that I'm on comes together, works seamlessly, and gets a great result for a client.

What are your hobbies/interests outside of law? How do those skills/interests help your practice?

I actually used to fly planes! Aviation is definitely a hobby. I learned to fly when I was a young attorney, and there are a lot of things that are interchangeable. In flying, I learned all the redundant practices and lists for safety that make sure I didn't miss anything. Those are skills that I was able to incorporate into the practice of law.

How have things changed in your practice area of law from when you started practicing to now?

My area of law is highly regulatory-based. So there is very little overlap between law school and what I do. While law school gives you the fundamentals and the foundation, there is a very quick learning curve in terms of how you find the right information and stay on top of it all. That's just something you learn with on-the-job training.

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