



2019 Ones to Watch: Jay Hellman, Forchelli Deegan Terrana LLP

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Name: Jay Hellman

Title: Partner

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What do you consider to be your greatest success in the past 12 months?

Changing law firms after nearly 17 years, at the age of 52. Getting out of my comfort zone and starting over was a bit scary, but I am so fortunate to now be a partner at Forchelli Deegan Terrana LLP. The firm has been so welcoming and supportive, and the firm culture is second to none. Equally as important, the lawyers here are incredibly skilled and dedicated. With more than 60 lawyers and nearly 20 different practice areas, I have been able to generate business with relative ease.

What was your favorite thing to do when you were a kid?

I spent my youth playing ice hockey. It was an incredible experience. My travel team won the state championships when I was 15-16, and we participated in the national tournament. Being part of a team (which, by the way, is not limited to athletics) is something that imparts valuable life-lessons, as well: How to win with grace and lose with dignity; how to rely on others and to be reliable; how to be unselfish; and how the whole is greater than the sum of its parts (which, coincidentally, is one of the philosophical convictions of this firm).

Who or what do you attribute to your success?

My wife, Dawn. She has been my biggest supporter through all the ups and downs of life. She and her family convinced me to attend law school, and she has been with me every step of the way. My career path is largely due to her – she always recognizes when I am ensconced in my comfort zone and never fails to provide the motivation to challenge myself.

?What advice can you offer to someone who is just getting started in your industry?

There are things they don't teach in law school. Although law school prepares us to capably and efficiently handle a tremendous amount of work, it does not necessarily prepare us for the business-side of the practice. Be prepared to be a business person. Research opportunities to

attend marketing events for the industries in which you or others in your firm practice. You can and will be valuable to your firm as a caring and competent practitioner, but you will be more valuable as a leader and rain-maker.

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