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- No, I don't believe that could happen.
- I have some concerns, but my savings are government-insured.
- Yes, I am withdrawing money and opening new accounts.

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Posted date: 8/4/2008

Sales Attorney Joins Downtown Construction Law Firm

New Position Facing Mixed Peer Reviews

By HEATHER CHAMBERS

SAN DIEGO BUSINESS JOURNAL STAFF

Scholefield & Associates, a downtown construction law firm, is introducing the newest member of its practice. A salesman.

Meet Johnny Manriquez, who will serve as the firm's first "sales attorney" tasked with scouting out new clients and building business relationships.

Manriquez received his law degree from California Western School of Law in 2001 and is admitted to practice in California, the District of Columbia and before the United States Patent and Trademark Office. Manriquez earned his master's degree in health care administration and an undergraduate degree in biological studies from Loma Linda University.

The move is unusual for a law firm because partners have traditionally been the ones engaged in so-called "rainmaking."

Partner Pam Scholefield called it a necessary step in encouraging business growth. It was an idea she borrowed from her past. Before entering the legal arena, Scholefield had a 10-year career with General Electric.

"In my experience, any company that tries to sell professional products or services generally has a sales person for the industry they're in," she said.

Introducing the concept to the legal field hasn't come without scrutiny, however. Even the firm acknowledged in a recent press release that when Manriquez's position was announced "there were as many detractors pointing out flaws as there were supporters applauding their bold move."

Bryan Weaver, an in-house consultant to the law firm, contended that the position will benefit the firm's growth plans, which include expanding into Orange County.

"We're trying to develop with our clients a lifetime relationship where it's not like one legal matter and they're gone," he said.

Just last week the firm moved its offices from 1901 First Ave. to 501 W. Broadway to be closer to the courts.

...

Paris Conference Speaker: Maria Sendra, chair of Baker & McKenzie's Southern California corporate and securities practice, recently spoke at a Paris conference about clean tech and the global growth environment.

The program, organized by the French American Society of Entrepreneurs was held at the Louvre and Hotel Potocki in Paris.

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Aug. 11 to Aug. 17, 2008



UCSD Pharmacy School Coping With Fiscal Crisis

Just six years old and barely through its third class of graduates, UC San Diego's pharmacy school is already struggling with financial problems that could weigh heavily on its accreditation status.

Hotel Lights Out, The Party's Over

If there was any doubt that the recent buying boom, which saw a record number of hotels sold, is over, consider that the historic La Valencia Hotel in tony La Jolla failed to find a buyer after going on the block early this year.

Venture Funding Tightening Up, Especially for Startup Firms

Most won't admit it, but venture capitalists are getting more cautious in the types of investments they make.

Metal Thieves Growing Bolder at Building Sites

The high price of copper has turned construction sites, vacant homes and even businesses into targets for thieves looking to cart away the highly valued metal that fetches hard cash on the black market.

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