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HUMAN CAPITAL

A snapshot of the jobs — and people — powering
Greater Baltimore's law community



NICHOLAS GRINER | STAFF

Celebrity counsel

Attorney advises clients to focus on big picture

JIMMY DEBUTTS | STAFF

Andrew Dansicker

Law Office of Andrew
Dansicker LLC

TITLE: Principal

AGE: 43

EDUCATION: B.A. political
Science American University,
Columbia University School
of Law

mish in a long battle. High-profile clients will get upset if they lose the first motion of a case, but they need to focus on the bigger picture.

BBJ: What got you into law?

Dansicker: I was working on Capitol Hill and I noticed the politicians I respected all had law degrees. It wasn't until college when I was interning on Capitol Hill. I worked for [then] Congressman Ben Cardin.

BBJ: If you weren't an attorney, what would you be?

Dansicker: I would be a chef. The great thing about being a chef as opposed to being an attorney is you see all the results from your hard work in an hour or an evening. When you're a lawyer, you don't see your results for months or even a year, it can be very discouraging.

BBJ: What career mistake taught you the most?

Dansicker: Losing my first big case taught me to be more humble and that the justice system is not about always getting the perfect result.

BBJ: What makes a case compelling for you?

Dansicker: It's usually the personal story, if it is a compelling personal story. I practice employment law and you hear a lot of compelling stories, but certain ones jump out of you and I look to see if there is there an interesting intellectual issue.

BBJ: What is the secret to swaying juries?

Dansicker: I found to win over a jury you need honesty and to acknowledge the weaknesses in your case early on. A lot of attorneys wait for the other side to bring it up or hope they don't bring it up, but that way fails 90 percent of the time.

Andrew Dansicker is accustomed to the spotlight that accompanies working high-profile cases. The Hunt Valley attorney has taken on the state of Maryland, represented a former Clinton Administration official in a constitutional challenge and worked pro bono for Eastern Shore high school students who challenged the legality of forced drug testing. He represented former State Public Defender Nancy S. Forster, who sued the state of Maryland after being fired by the board of trustees.

The 43-year-old was recently elected president of the Maryland Employment Lawyers Association for 2011-12. He spoke to the *BBJ* about handling cases that command news headlines and the public's attention.

BBJ: What are some dos and don'ts when representing a high-profile or controversial client?

Dansicker: The most important thing is to educate your client that anything they say can be held against them later in a court case. They need to learn to speak through their attorney and not directly to the press. I tell clients not to get too concerned about the first hearing or motion in a case, it's just the first skir-

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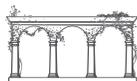
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