

# LARRY SMITH, ESQ.

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## STRATEGIC COMMUNICATIONS PROFESSIONAL

*Proven Strengths Developing, Implementing, & Managing Delivery of Highly Effective Communication Strategies*

Negotiations & Mediation  
Strategic Communication Plans  
Stakeholder Management  
Client Communications  
Compliance & Risk Management  
Strategic Counsel

**Exceptional Communicator** and analytical, creative thinker with finely honed presentation and public speaking skills.

**Strong Business Operator** who understands and effectively navigates relational complexities in sensitive environments to achieved desired outcomes.

**Communications Strategist** with 20+ years of courtroom experience; seeks to leverage readily transferrable strengths in design, rollout, implementation, and optimization of corporate communication strategies.

## LEGAL EXPERIENCE

### Attorney

LAW OFFICE OF LARRY SMITH, ESQ., Morristown, NJ | 2003 – Present

Provide consultative advice and legal counsel to clients. Handle all aspects of trials, settlements, negotiations, arbitrations, and depositions.

- Develop and execute trial strategy and drive deal design to achieve risk reduction and financial objectives for clients.
- Oversee design, deployment, and optimization of lead generation and new customer acquisition campaigns.
- Build and leverage relationship within the court system to improve client outcomes.

### Litigation Associate

COORS & SATKIN, PA | 1995 – 2002

Represented interests of corporate and individual clients in civil litigation matters involving personal injury and workers' compensation claims.

### Litigation Associate

LAW OFFICE OF MIKE SANDY, PC, Southampton, ME | 1994 – 1995

Presented well-crafted arguments, litigated on clients' behalf, and negotiated settlements and arbitration awards.

### American Insurance In-House Counsel

SONDAY & SEIMS, Portsmouth, ME | 1992 – 1994

Handled large, diverse caseload comprising automobile and commercial premises liability cases. Honed public speaking and critical thinking abilities during near-daily court appearances.

## ENTREPRENEURIAL EXPERIENCE

### Principal

FIRST WORKS

- Conceptualized initial design and market entry plan for novel product.
- Conducted market research and established short-term/long-range business plan and licensing strategy.

## EDUCATION

WRIGHT UNIVERSITY, SCHOOL OF LAW, Northfork, ME

Juris Doctor (JD)

STATE UNIVERSITY OF MAINE, Albright, ME

BS in Computer Science

## LICENSURE & AFFILIATIONS

Maine Bar Association, Member

Plymouth County Bar Association, Member

Complementary Dispute Resolution Program of Plymouth County, Mediator

Toastmasters, Former Member