

Jeffrey Stern | Lateral Success: The Importance of Due Diligence and Relationship Building

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How did you enter the legal industry? Did you always know you wanted to practice law? Or, did you pivot from a previous career? We all know that there are many different paths to becoming a lawyer. But, what is not as often discussed are the advantages of working in a different sector before going to law school or joining a practice.

Co-Chair of Winston & Strawn's Structured Finance Practice Jeffrey Stern lived multiple lives before becoming a practicing attorney—from playing piano in jazz clubs to studying the Old Testament in Jerusalem to working in a commercial bakery. According to him, this unique background not only gave him invaluable life experience, but it also helped him grow and succeed in his law practice.

Elise Holtzman, host of *The Lawyer's Edge* podcast, recently spoke with Jeffrey about his path—and ultimate success—in law. During the episode, they discuss lateral hiring, Jeffrey's strategies for success in business development, and the due diligence necessary for maintaining healthy and successful relationships with your clients and colleagues.

Listen to the full episode [here](#).

Click [here](#) to learn more about lateral opportunities at Winston & Strawn.

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