



## July 2019 Member Spotlight

[Jordan Fischer](#)

Co-Founder & Managing Partner

[XPAN Law Group, LLC](#)

### **Tell us about your firm or business including: history, specialization, and years in business**

XPAN Law Group is a boutique international cybersecurity and data privacy law firm. We started our firm in 2017 with a goal of creating unique opportunities to work with clients on minimizing legal and technological risks in their data governance and network infrastructures. As a component of creating those unique opportunities, we also want to develop new ways of working and collaborating with clients.

### **What's an interesting fact about you or your firm that most people don't know?**

Rebecca and I started XPAN with less than \$4,000.00 by being creative about how we structured our systems and how we marketed our services.

### **What's a favorite moment of your career so far?**

Growing a business from the ground up. It is the most invigorating thing I have ever done.

### **What challenge are you most proud of overcoming?**

Taking a business with zero clients to one that serves multinational companies that are in every countrying in the world.

### **Tell us about a recent professional accomplishment of yours?**

Receiving acknowledgment as a 2019 Rising Star in Pennsylvania for Technology Law.

### **What advice would you offer new business owners?**

Execution. Building a business is about executing every day on your tasks and goals: some of those are fun and flashy. But, where the business is really built is on the day-to-day operations, the slog through the tough parts, and showing up every day.

### **How can you help other Women Owned Law members improve their businesses?**

I find that a lot of new business owners think that they need this grand idea, and the corresponding cash, to see it succeed. But, by being smart, and starting out with a strong plan of action, a lot can be accomplished with little capital. Explaining how we launched and grew XPAN, and how other women-owned firms have successfully launched their businesses, can provide a huge value to other WOL members.

**How has Women Owned Law been of value to you and your career?**

WOL is such an inspiration to me and my firm. When we first launched our firm, it was invigorating and encouraging to have an amazing group of women who had paved the path before us and could help us to make XPAN a reality. Just hearing the stories of fellow WOL members helped Rebecca and I to keep going, even when we didn't know if everything would work out! The WOL community is a source of support and inspiration that continues to provide me value every day!