

# JULY 2022 MEMBER SPOTLIGHT



Michele S. Perlstein Of Counsel, <u>Greater Good Legal</u>

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

I began my legal career practicing health care law, where my clients were mainly hospitals and other charitable institutions, because I have always been interested in issues surrounding access to healthcare. During this time, I began working closely with nonprofit organizations, and my desire to help people and organizations working in their communities really cemented itself. That's why, when I became acquainted with Greater Good Legal, I was intrigued. I loved the concept of modeling a legal practice in a way that truly supports small entrepreneurs and nonprofit organizations. I am excited by the idea of practicing in a way that keeps the spotlight on social action and collaboration, and truly being able to partner with people who are making a meaningful change in the communities they serve. I aligned with the Greater Good team in 2019 and it has been a wonderful experience!

Greater Good was founded in 2018 to provide legal counsel that builds communities by delivering affordable legal services to nonprofits, small businesses, entrepreneurs and individuals. We do our best to understand your needs, list our fees when possible, make ourselves available at locations where we can best serve you (including your office, a neighborhood coffee shop or other convenient setting), and connect you with the right resources to support you and your mission and vision. We work collaboratively with clients and other professionals and consultants for the greater good.

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

I liked the idea of teaming up with Greater Good because they don't operate like a traditional law firm. Its mission is to provide excellent legal advocacy delivered predictably and affordably to organizations and individuals who may not typically be able to afford or access traditional legal services. The intent is to keep overhead expenses low so that we can better meet the legal needs of such clients, because when community-oriented organizations succeed and when the legal rights of disenfranchised individuals are protected, the entire community benefits.

Given my background and interests, when I learned about Greater Good Legal, I knew this was a perfect fit because I can go back to practicing law in a manner that I can get behind. The focus is on providing legal support to non-profits, small businesses, and entrepreneurs so that they can be more successful in building their communities, and they even pledge to give back to local charities. This exactly describes the kind of work I want to do.

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

One of the smaller nonprofits I had the privilege of working with, to help them update their bylaws, was an organization that is working to re-imagine the criminal justice system. I would never have learned about an organization such as this if it were not for my work.

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

Getting back into the practice of law again after leaving the professional world for over 15 years when I first had my children, and doing it on my own terms! I love that on the Greater Good website, each attorney was asked to give their motivation statement of why they want to do the work they do. My motivation statement explains my answer in more detail so feel free to check it out at: <a href="https://greatergoodlegal.com/motivation/">https://greatergoodlegal.com/motivation/</a>

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

I was asked to provide content on contract drafting for independent grant writers and I now have a course titled, "10 Contract Clauses to Protect Nonprofit Consultants and Grantwriters" on the Nonprofit.Courses website: <u>https://www.nonprofit.courses/</u>

# Tell us about a recent personal accomplishment of yours?

I have finally learned how to play mah jongg! I spent pretty much my whole life watching my mom play and have wanted to learn and I finally did it. One of the few benefits of the Covid shutdowns was that it gave me the time to master mah jongg and I even taught my daughters and husband how to play.

# What advice would you offer new business owners?

Don't go at it alone! Make sure you find people you trust to give you support. One of the best pieces of business advice I ever heard was that everyone should build their own Board of Directors to help them on their journey.

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

By providing the kind of support that I have just described above. I've referred clients to other women owned law members and I was happy to be able to do so.

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

Women Owned Law has been an invaluable resource in many ways. I have enjoyed the annual symposiums, and the networking opportunities where I have met some amazing women and accomplished lawyers who are at the top of their fields! Listening to their words of advice has helped me to become a better lawyer. The range of programs is extensive, so you can always find something of interest or relevance. Women Owned Law has also been a great referral resource. It is always my go-to choice when looking for an attorney or other legal service that I cannot provide myself, because I know I will find the right person for the job.

# About Women Owned Law

Women Owned Law is a ground-breaking group created to connect and advance women legal entrepreneurs. WOL supports its members and other women entrepreneurs in the law in their business endeavors at every point in the business lifecycle. We advocate on behalf of women legal entrepreneurs and have been instrumental in raising the profile of women entrepreneurs in the law.

For additional information about Women Owned Law visit http://www.womenownedlaw.org