



August 2019 Member Spotlight

[Andrea Ewart](#)

Founder/CEO/Attorney

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

DevelopTradeLaw, LLC was created in 2003 to provide creative and custom-tailored solutions to companies doing business internationally and to the trade-related issues of governments in developing and emerging economies.

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

I love to solve problems, big and small, legal and non-legal.

What challenge are you most proud of overcoming?

Having my company survive for 15-plus years after I was told I was "being foolish" to leave a national law firm.

Tell us about a recent personal accomplishment of yours?

Being asked to join the national WOL team.

What advice would you offer new business owners?

Today's environment is so much more supportive of emerging companies than they were when I began in 2003. There is an exciting array of resources available to support new business owners, including the WOL network, so don't be afraid to reach out and to experiment until you find what works for you and your business.

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

As the Chair of the WOL-DC Chapter, I very much look forward to continuing to work with the DC team to provide programs that meet our members' needs and that bring women-owned law firms out of the shadows, where we have been for too long.

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

Becoming a WOL member has made me aware of other women-owned firms, providing a source of inspiration and support, and also has given my company increased visibility to potential referral sources.