



Sarah Schroeder

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

D&S is a boutique business immigration law firm based in Williamsburg, Brooklyn. D&S’s co-founders started the firm in 2015 after working for several years at a large global corporate immigration firm. The mission of D&S is to create an environment where clients and staff alike feel supported, and our team is empowered to provide exceptional client service. The field of business immigration involves assisting businesses and individuals with work visas, green cards, and applications for citizenship. This field is also sometimes referred to as high-skilled immigration, as most work visas require an individual to have attained a certain level of education or professional accomplishment. The majority of our clients are companies that hire foreign talent and rely on our firm to process various immigration filings for their foreign national work force, but we also service individuals, artists and entrepreneurs as well.

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

My law partner and I both left the same firm to start D&S, and we did it without knowing whether we’d have a single client when we opened our doors in January 2015. We spent countless weekends *running the numbers* to see how long we could stay open before building up a client base. Fortunately for both of us, several clients made the choice to continue working with us at our new firm, so we were busy almost immediately. We are still so grateful to those clients who took the leap with us (all of whom, we are happy to report, are still clients to this day).

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

I’m really fortunate to have a number of moments to draw from over the last nine years, but I think the one that stands out the most is toasting the opening of the firm with my partner. We picked up an inexpensive bottle of prosecco and plastic cups; and we were in our new office (which would be more accurately described as a windowless closet with two desks). We were just so happy and proud and full of hope for the future. I am happy to report that our offices these days are a bit nicer than our original coat closet, but we’ve maintained that same feeling of excitement about the firm and what we are building (I still have that empty prosecco bottle sitting in my office as a reminder of how far we’ve come).

What challenge are you most proud of overcoming?

I remember when we had made the decision to strike out on our own, we heard horror stories and warnings from other attorneys/partners at firms about what a mistake leaving BigLaw would be, how many firms fail, how much of a struggle it would be without the resources of a large, global firm. The fact that we are still here and still growing nearly nine years later makes us proud every single day.

Tell us about a recent professional accomplishment of yours.

It’s hard to pick just one but I think my proudest moment recently is when one of my former clients made the decision to move their business over to D&S six years after my departure from the prior firm. Knowing that our past work together had left enough of an impression to be able to continue that working relationship, now at D&S, was really fulfilling.

Tell us about a recent personal accomplishment of yours.

Recently, I’ve really hit a stride with managing my responsibilities as a mother, a business owner, and a woman. It’s never easy, and there’s truly no such thing as *balance* as priorities constantly shift and evolve. As I’ve grown I’ve been better able to create and maintain boundaries that enable me to carve out time for my daughter and spouse, while still giving my all to D&S, and even squeezing in regular workouts or the occasional dinner with a friend. It will always be a work in progress, but I’m proud of how far I’ve come in this regard.

What advice would you offer new business owners?

Be prepared that *running a business* is often more than 50% of the day-to-day job. If you love the actual practice of law, as your firm grows, you will start to do less of that and move more into business development and management at a higher level. If you plan on moving beyond a solo practice, investing in management training is also incredibly helpful, since most of us don't learn how to manage people in law school and that becomes a large part of your job, especially as the firm grows.

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

I am always happy to be a sounding board to help troubleshoot ideas or identify business synergies to help grow our respective businesses. Of course, should a member have an immigration-related issue or question, D&S is happy to be a resource for that.

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

Finding like-minded women to bounce ideas off of and find new ways of approaching situations has been invaluable.

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>