

Personas : Lisa Durante





RETAIL OWNERS

SANDRA EVANS

1 KID

MARRIED

SHERI MILLS NO KID SINGLE

\$130,000 combined

BIO

Sandra and Sheri are cousins on their mother's side. With 10 years between them they didn't really grow up together but they have always been close. When Sheri was in her final year of college for fashion she went to Sandra for advice about her next step. Sandra armed with her MBA was working for a nonprofit in Portland, she encouraged Sheri to start shelling her designs to small boutiques to begin with. After doing so for a year the two decided to take Sheri's designs

and Sandra background in business and open their own shop in Portland. They've been open for over a year now and are finding they need guidance with their brand management and want to starting thinking about franchising and as the business grows they know they are going to need assistance with real estate, labor management and more.

PRIOR LAWYER ENGAGEMENT

Yes/No

PRACTICE NEEDS

Retail, Franchising, Labor & Employment

TECH LEVEL

Sandra 75% Sheri 95%

PRIMARY DEVICES

Samsung Galaxy iPad

GOALS

Grow their business and brand and plan for the future

TAKE ON LAWYERS

Sandra always hated dealing with lawyers when she was working for non-profits but Sheri has no experience with them and only has her cousin's take and what she see on TV to go off of.





CANNABIS PRODUCER & SELLER

GARY WILSON 2 KIDS DIVORCED

BIO

Gary has lead an interesting life, he worked set design in Hollywood for 35 years and is now retired and living in Issaquah, Washington. He has two grown children, one son still living in California and a daughter who recently moved to Portland. He's used cannabis recreationally on and off dating back to his college years at UCLA. With the passing the Washington Initiative 502 back in 2012 he started a lucrative business of manufacturing and distributing

cannabis. He sells mainly to manufactures who produce products like lotions and oils and then a few manufacturers of editable products. With all the new regulations in the changing Cannabis landscape he's finding he needs to engage a lawyer to ensure he remains compliant with the existing and new emerging laws in place.

PRIOR LAWYER **ENGAGEMENT**

Yes

PRACTICE NEEDS

Cannabis

TECH LEVEL



PRIMARY DEVICES

iPhone 5c

GOALS

To stay compliant in the changing cannabis landscape.

TAKE ON LAWYERS

He's pretty indifferent when it comes to lawyers.





OWNER / OPPORATOR

PLASTICS MANUFACTURING COMPANY

MARGARETE FULLER

2 KIDS MARRIED

\$250,000

BIO

Mrs. Fuller earned her Engineering degree from the University of Washington and her MBA from Pepperdine. She took over her family's plastics manufacturing company when she was 45 after working there on and off since the age of twelve. Her parents always used multiple firms for different

legal requirements but now she wants to get all the business's legal needs under one roof and is in need of a firm with many different practices with experience in manufacturing requirements, tax law, and Employee Benefits to name a few.

PRIOR LAWYER ENGAGEMENT

Yes

PRACTICE NEEDS

Environmental, Real
Estate, Corporate Finance
& Securities, Taxation,
Business, Employee Benefits
& Executive Compensation,
Insurance, Intellectual
Property & Technology,
International Business,
Mergers & Acquisitions,
renewable Energy, and
Trusts & Estates.

TECH LEVEL



PRIMARY DEVICES

iPhone 7 iPad

GOALS

She aims to get as much of her company's legal needs under one roof and it would be fantastic if she could get her personal estate handled there as well.

TAKE ON LAWYERS

She's been in business for 25 years and ultimately has no personal issues with lawyers but she also sees them as a necessary evil.