

Trusted Advisor Honorees – Attorneys



Fred Gaines
Managing Partner
Gaines & Stacey
LLP

Years in profession: 25

Response:

"I try to make sure that I'm an expert in the field in terms of land use, zoning and environmental law. I attend conferences both regionally and throughout the state so that I can be on the cutting edge of the law. Because I've had my office here now since 1989 and handled cases throughout the San Fernando Valley and

got involved in both professional and community organizations ... I'm able to have a really wide-ranging set of contacts, experience and history."

Client Focus:

"I've been very happy with the work that he's done for us and would highly recommend him to anyone who might need him for land use legal services. He has very strong connections to the folks in the city—especially the city of Los Angeles—either in the planning department and or in the political arena to assist in getting projects moved forward expeditiously."

– Sam Shink, director of real estate at Vons



Dana A. Kravetz
Managing Partner
Michelman & Robinson, LLP

Years in profession: 16

Response:

"If you don't understand your client's industry and your client's business and understand their place within the industry, then you can't effectively represent your client. I actually study up on my clients. I learn about their particular industry. For me, the ability to take their problem and at least have them know that it's now my problem and alleviate

that pressure is something I always strive for. I do that by way of being accessible."

Client Focus:

"As managing partner for his firm, Dana understands first-hand the challenges of running a business. This experience provides him with the tools to quickly assess each client's needs, minimizing his time and keeping costs within range. Dana has also provided services above and beyond what many other law firms provide. For instance, he was instrumental in helping us hire a human resource manager."

– Lisa Stanislawski, president and CEO of WBT Industrie



Carl Kanowsky
Owner
Kanowsky & Associates

Years in profession: 28

Response:

"What I try and do is help them see what their issue are now (and) what they're going to be in the long-term and work with them to fashion a way of addressing those issues. One of the things I really like about my practice is I represent all different kinds of businesses and all different kinds of people. I

have to make sure I have fundamental understanding of what their business is so I can help them see where issues are cropping up and help them fashion some solutions."

Client Focus:

"My organization recently solicited Kanowsky & Associates' services because of Carl's reputation of being an honest and knowledgeable professional. Most notably, he developed agreements and advised the Santa Clarita Water Division through two property transactions at a very (reasonable) price"

– Mauricio Guardado, general manager at the Santa Clarita Water Division



Robert A. Levinson
Partner
Levinson Arshonsky & Kurtz, LLP

Years in profession: 33

Response:

"I make myself available to clients at all times I don't need a lot of research or backup to get answers because I've been doing this for 33 years. About 95 percent of the time, I will know the answer immediately and give them an

immediate answer. (Also) we bill our time in tenths of an hour, so people know that if they get me on phone or get me on email, they're only paying for the exact time they use."

Client Focus:

"He's just really considerate with taking care of your needs. Very rarely do you ever see anybody with his commitment to solving problems. He has a way of putting things simply, yet impactful and enforceable. His non-threatening way to solve problems is unusual for an attorney."

– Jim Markham, president and founder of Color Proof Haircare LLC

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