

Reflections on the Successful Merger of Sahn Ward and Weinstein, Kaplan & Cohen

Recently, Michael Sahn asked Robert Cohen about the success of our merger, and his outlook on the future of our Firm.

Q: Since our firms merged last February, what are some of the accomplishments and highlights that stand out for you?

A: The merger of Weinstein, Kaplan & Cohen, P.C. with Sahn Ward was about as seamless as could be. One always worries if the cultures of two firms will mix well, or not. No worries here. Both firms had, and have, high standards of integrity, ethics and professionalism, and both strive to achieve the highest quality of excellence in their respective practices. The entire staff at Weinstein, Kaplan & Cohen, P.C. – its partners, paralegals and administrative assistants, have been warmly welcomed into the Sahn Ward family, and we are all working as one unit going forward. I am delighted that all of our clients enthusiastically made the move with us to Sahn Ward, and some clients were already being represented simultaneously by both firms. That says something about the combined firm and the confidence the clients have for us.

Q: How have our firms come together in a shared culture and collaborative environment?

A: One of the positive aspects of the merger was that each firm offered different aspects of practice that were complimentary. For example, along with her matrimonial expertise, Erika Conti brought her corporate experience in the buying and selling of small business and her experience in guardianship cases. Danny DeVoe brought her expertise in commercial litigation and appeals, as well as, her specialization in employment law cases. I brought my experience as both a commercial litigator and transactional lawyer, handling the representation of small businesses, handling probate and trust matters, and handling commercial and residential real estate matters. Each one of us has stepped in to assist our colleagues at Sahn Ward on their pending matters that has broadened the platform the combined firm can offer its clients. This will only grow with time.

Q: Tell me about your background and the history of Weinstein, Kaplan & Cohen, P.C.?

A: Weinstein, Kaplan & Cohen, P.C. was formed in 1979 as a family firm. It consisted of my father-in-law, Martin Weinstein, my brother-in-law, Alexander Kaplan, and myself. We had no idea it would work out, but forty-three years later, I can proudly state it was a complete success. We each brought unique skills to the business and we created an outstanding law firm that grew and thrived over the years. Starting as a transactional firm, we then broadened to litigation and appeals. We handled almost all areas of law for many years before deciding to specialize in certain specific ones. I was thrilled to be able to argue a case in the Court of Appeals, and my partners Alex and Erika settled a major multi-party litigation which was reported to be the highest settlement in the state for that

particular year. Our firm had a reputation for putting out a quality product and we were known as tough but fair litigators.

My partner Danny brought our litigation practice to a new level, and she even submitted a Writ of Certiorari to the U.S. Supreme Court. She also added an employment law specialty to our practice.

The greatest testament is that our major clients, some of whom are Fortune 100 companies, have stayed with us for over thirty years. You have to earn that kind of loyalty.

Q: What do you look forward to as we continue to grow together?

A: I believe in synergy and that is what is happening here. The merger has provided the merged firm with the ability to handle more and diverse matters. There are more excellent and qualified hands on deck to handle the influx of litigation matters, and hopefully if the market continues its upward trend, the practice will increase dramatically, and the top quality of our work will continue to be produced by our capable attorneys and staff.