

# HIA-LI CEO BRIEF

FEATURING FREDERICK C. JOHS OF LEWIS JOHS AVALLONE AVILES, LLP

## Tell us about how you/your company started.

In 1993, Bill Lewis, Bob Avallone and I wanted to form a small litigation defense firm geared towards medical malpractice and general liability law suits. At the time, we planned to limit our practice to Nassau and Suffolk and grow the firm to no more than 15 lawyers. We wanted to focus on providing hands on personal service and to represent our clients zealously in a cost effective and efficient manner. Basically to do the right thing.

## What was a turning point for you/your company?

A few years after our formation, some of our clients were switching to different billing structures. At the same time we were being asked to expand our practice to the 5 boroughs and Westchester. We felt that we could grow and change with the times while staying true to our core values of providing quality representation and personal attention. As a result, we have grown and learned that change is good. In doing so we did not have to compromise our values.



## What is your philosophy at Lewis Johs Avallone Aviles, LLP?

Our philosophy is to make our clients feel comfortable and confident. We are always accessible and try to provide practical advice, working with them to resolve their legal issues. We want them to know that litigation is our job, relieve them of their burden and allow them to get back to their day to day affairs. Our tag line “an individual approach... a firm commitment” is how we approach every client. We tell them what they need to know which isn’t always what they want to hear however, we work together to get the job done so that our client’s needs are met in the way that suits them best.

## Tell us about your company’s profile today.

Lewis Johs is a full service litigation firm with over 70 attorneys in two locations- Long Island and Manhattan. We handle litigation matters for companies big and small. We are

practical and accountable. As we expanded, we found that we were able to take on many other lines of business. In addition to a large insurance defense litigation practice we have developed several other practice departments - commercial litigation and transactions, real estate, estates, trusts and elder care, education and criminal. We provide small firm attention, with big firm expertise. We counsel clients on issues from business plans and purchases, to large scale litigation and trial. We cover the Courts in NYC, Long Island and counties in New York State and New Jersey.

## What opportunities do you see in the future?

As the world changes, we see that staying true to the simple mission of attending to our clients needs is the best opportunity maker. The ability to pivot and grow with our clients, has allowed us to steadily increase the size and practice areas of the firm and provided us with new opportunities for organic growth.

