



THE NEW ELLIS GROUP

Monday Monday

Connecting the Dots with Karen Kaplowitz



*Helping you create and reinforce the habits of successful career building,
gleaned from my work as a business development strategist, trainer and coach*

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Getting Back to Business. The 2016 election was an obsession for many of us on all sides of the political spectrum. Beginning with the primaries, the election dominated every news source and infiltrated most conversations, even in business settings. Now that the election is over, it is time to get back to business. Especially for people who are distressed or anxious about the effects of the election, the opportunity to get back to business is a welcome relief. For everyone, “change” means more potential legal work. To ramp up post-election business activity, consider these options:

- Model positive behavior: respect, tolerance, inclusion for people of all political points of view.
- If you are uncomfortable about election conversations, you can let people know that you are moving on and do not want to dwell on the subject.
- If you know current administration people whose career paths have been adversely affected by the election results, reach out to them to offer your help. Nothing will endear you more to jobseekers – those who had not been planning to leave government or those leaving who would have had more options with a new Democratic administration--than helping them find a job.
- Identify opportunities to serve clients who will be affected by a change in policies. The possibilities are endless. Here are a few:
 - Employers who must deal with changes in immigration and healthcare policy;
 - Employers with diverse employees who may have to deal with bullying and harassment;
 - Clients who rely on exports who will be affected by trade policy;
 - Clients considering cross-border transactions;
 - Healthcare clients who will be directly affected by repeal of the Affordable Care Act;
 - Multinational clients who rely on foreign affiliates or are considering moving manufacturing facilities offshore;
 - Media clients who may be affected by changes in libel laws;
 - Highly regulated clients whose regulatory environment is likely to change.
- Act promptly to identify time sensitive situations which may affect clients. Some opportunities are likely to disappear with the new administration.

In an era of political change, we don't know what is coming but we can create more economic security for ourselves and our families by focusing on how clients and prospective clients will be affected and how we can help smooth the transition.

Example: Beginning with the Brexit vote, a corporate practice group specializing in cross-border merger transactions observed a slow-down in transactions. After the US election, the group quickly mobilized to deal with the effect of a new administration which is likely to change trade policies in ways which may further impact cross-border transactions. The group made a list of every transaction that clients had considered that had been put on hold or canceled because of Brexit or the pending US election. The group then reviewed which transactions might be doable if executed before the new administration took office. The group then created a task force and assigned lawyers to follow up with each affected client to offer the services of the task force to complete all feasible transactions. The group also scheduled meetings with investment bankers to offer services to their clients who might also benefit from completing transactions before the new administration takes office.

As you confront the results of the 2016 election and get back to business, keep in mind the opportunities. Monty Python said it well: “Always look on the bright side of life.”