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Jillian London Discusses Path to Partnership, Advice to Associates with Law.com

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Law.com

Jillian London recently discussed her journey to partnership with Law.com [PDF]. Asked for her advice to associates looking to become a partner, she said that they need to "ensure that you are consistently delivering the highest quality work. You need to be known as someone others in the firm can count on, not only for your excellent skills as a lawyer, but also as someone who is always willing to pitch in when it's needed and be a team player. Become someone people trust and genuinely want to work with repeatedly."

In addition, Jillian said that associates need to be their own advocate: "Partners and mentors need to know that partnership is something you are genuinely working toward so they can help create opportunities for you along the way. Doing great work is absolutely necessary, but it is not always sufficient. You cannot assume that keeping your head down and doing excellent work, by itself, will automatically lead to partnership."

Jillian added that she believes four factors led to her becoming a partner: developing the skills necessary to consistently deliver excellent work, especially under pressure and in high-stakes situations; focusing on building trust with both colleagues and clients so that people knew they could rely on her when the stakes were high; developing real expertise in the entertainment litigation space, which helped give her a distinct brand within the firm; and building strong support from many different partners and teams across the firm.

Related Capabilities

Media, Entertainment, and Technology

Related People

Jillian N. London

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