



For information, contact:  
David Sweet at [dsweet@pldw.com](mailto:dsweet@pldw.com)  
401-824-5100

## **PLDW Partner Gary Pannone Authors eBook, *The Business Lawyer as Entrepreneur***

Providence, RI – January 29, 2013 – Pannone Lopes Devereaux & West LLC (PLDW)  
Managing Partner Gary R. Pannone has authored an ExecSense eBook on the need for business law practitioners to become more entrepreneurial in their approach with clients. The book is titled, *The Business Lawyer as Entrepreneur* and available on Amazon.com at <http://www.amazon.com/dp/B00AQO2GGG>

Drawing on more than 30 years of experience as a business lawyer, Attorney Pannone discusses how law schools have advanced a more entrepreneurial approach in their teaching methodologies to prepare graduates for a new era of representing business clients. He adds that the pendulum has moved in the direction of practice over theory and law schools are finding the balance is essential for the graduate to be prepared for representing a business client. Attorneys must be facilitators for the client and less of a “what not to do” advisor.

"The fundamental difference between the lawyer and entrepreneur is that lawyers are, for the most part, risk averse while entrepreneurs live on the edge." Therein lies the challenge, Mr. Pannone writes. "Attorneys are now required to shift their mindset in order to navigate the changing business environment and must have a 'how-to' attitude rather than be a police officer to the client by telling him or her what *not* to do."

Attorney Pannone has significant experience in representing start-up companies and closely held businesses with respect to business formations, corporate restructuring, mergers, acquisitions and corporate compliance. His practice also includes the representation of nonprofit organizations with respect to consolidations, mergers and acquisitions. Mr. Pannone serves on several boards governance committees of nonprofit organizations, is a former Town Solicitor and has served as special counsel to several municipalities. He is also a frequent lecturer and author in the areas of corporate compliance, board governance and best practices.

Mr. Pannone received his J.D. from Suffolk Law School after earning his undergraduate degree in Finance and Accounting from the University of Notre Dame. He is admitted to practice law in Rhode Island and the U.S. District Court, First Circuit.

ExecSense is the world's largest publisher of professional webinars, eBooks, eDocuments and podcasts that enable executives to be in-the-know on the most important skills, new best practices, hot topics, and technologies that impact their specific profession in an easily accessed electronic format.

For further information about PLDW, please contact David Sweet, director of administration, at [dsweet@pldw.com](mailto:dsweet@pldw.com) or call 401.824.5100.

#### **About Pannone Lopes Devereaux & West LLC**

The attorneys and staff at Pannone Lopes Devereaux & West LLC (PLDW) are committed to developing practical and cost-effective solutions while also being supportive of the community in a meaningful way. With offices in Rhode Island, Connecticut, Massachusetts, New York and Florida, PLDW has developed a business model that combines international expertise with a more cost-effective delivery system that involves cross training of lawyers and a more practical approach to problem solving. The primary areas of practice for the firm include administrative, corporate and municipal law, civil litigation, employment, government relations, real estate and commercial lending and estate planning and special masterships. The partners demand of themselves and those on the PLDW team, an unparalleled sense of urgency and responsiveness which is derived from an authentic appreciation for their clients and the community in which they serve. For more information, visit [www.pldw.com](http://www.pldw.com).