

Montgomery County Immigration Attorneys Form Strategic Partnership, The Daily Record, Dec. 10, 2015



Sandra Grossman, left, and Grossman Law LLC, which focuses on family-based immigration law, has formed a strategic partnership with Becki Young, right, and Hammond Young Immigration Law LLC, which focuses on business immigration law, to provide comprehensive immigration law services. ‘We think this is a good first step,’ Grossman says, ‘but I think it’s our hope that a merger will be a good option in the future.’ (Photos provided)

Montgomery County immigration attorneys form strategic partnership

By: [Lauren Kirkwood](#) Daily Record Legal Affairs Writer December 10, 2015

Attorneys at Grossman Law LLC and Hammond Young Immigration Law LLC focus their practices on different aspects of immigration law but the two small firms have plenty in common, including their all-female roster of lawyers and offices less than 10 miles apart in Montgomery County.

The two firms recently announced a strategic partnership that will allow their attorneys to occasionally work on cases together and easily refer immigration matters to one another, said Sandra Grossman, the founding partner of Grossman Law LLC in Bethesda.

“Most immigration practitioners either have a specialty in business immigration — dealing with companies sponsoring individuals or individuals looking for ways to come to the United States through employment — or more in the line of what we do [at Grossman Law], which is deportation defense and family-based immigration,” she said. “We really wanted our clients to be able to kind of get a more comprehensive overview of their options. That’s where the idea of this alliance came from.”

Grossman, her law partner, Christina Wilkes, and their two associates joined forces with partners Becki Young and Denise Hammond of Hammond Young in Silver Spring to form the six-lawyer coalition that will leverage the skills and experience of the firms’ complementary immigration practices, Grossman said.

While Grossman’s firm handles a diverse range of cases centered around deportation defense, including asylum cases and representation of undocumented children, Hammond Young is focused on business or corporate immigration issues, Young said.

“We represent a lot of companies who want to bring employees from overseas or who have individuals here they want to sponsor; we make sure they have legal work authorization and don’t encounter trouble getting in and out of the country,” said Young, who has several decades of immigration law experience and launched her firm with Hammond last year.

While their practices often cater to very different clients, the two firms have encountered clients in the past whose legal needs span the range of immigration law, Grossman and Young said.

Both firms now will be more easily able to refer those clients to the attorneys best suited to work on a specific problem, Young added.

“We often have clients over the years that we have to refer to other firms because they might have an inadmissibility issue, like they were deported before,” Young said. “In the past, it might be a client we’ve been working with 10 or 15 years, but when those issues come up, we have to say, ‘We have to send you to someone else for that.’ The clients will feel better and we will feel better saying we’re referring you to our trusted partners.”

Counsel practitioners

The new arrangement between the firms is unique for immigration law practices, as is the structure of the two small firms themselves, Grossman said. The majority of business immigration attorneys work as part of an immigration practice group at a large firm, while many family immigration lawyers are solo practitioners.

In practice, the partnership will allow the attorneys from both firms to serve as of counsel practitioners for one another.

“One of the goals of this was to have a very clear of counsel relationship,” said Grossman, who launched her firm in 2008. “In our case, we have a very firm legal agreement to work on certain kinds of cases together, to refer certain kinds of cases exclusively to each other and to provide full disclosure to clients on every case we work on together about fee sharing and division of responsibility.”

Both firms’ commitment to pro bono work and promoting an environment that allows women attorneys — who make up a small fraction of law partners at large firms — to succeed also helped draw them together, Grossman said.

“I’m really proud of this alliance, and I think we have a commitment not only to our clients but to creating a work atmosphere that’s conducive for promoting family values as well,” Grossman

said. “We think this is a good first step, but I think it’s our hope that a merger will be a good option in the future.”

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