

# LOUISVILLE BUSINESS FIRST

## People to know in law: Michael Lawrence

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### **Michael Lawrence**

**Managing partner, Lawrence & Lawrence PLLC**

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**Years in current job:** Eight

**Years as an attorney:** 33

**Describe the primary focus of your practice. Tell us about your role in that practice.** My practice focuses on real estate related litigation. A good portion is in defense of real estate professionals (Realtors, appraisers, auctioneers and home inspectors). This includes defense of civil claims and claims before the various licensing and professional bodies. I also handle claims between

buyers and sellers, property disputes between neighbors, landlord and tenant disputes, partition actions and some foreclosure defense. I also do commercial and general litigation.

**What do you wish more people understood about the work lawyers do?** The most important part of our job is conflict resolution, not escalation. Information and education will always prevail over confrontation and unchecked emotion. Passionate and zealous representation are important but they are not a substitute for the facts or the law.

**Describe a gratifying experience with a client.** I recently had a client that came to me for post-foreclosure assistance. His home had been sold by the commissioner and the bank had filed a motion for distribution of the sale proceeds. He initially thought that they were seeking additional funds from him. As it turned out this was one of the rare cases where the sale netted more than the amount due on the mortgage so instead of having to pay a deficiency judgment he was actually entitled to receive money. Being able to recover money for someone in a foreclosure was truly gratifying.

**What advice would you give to rising lawyers?** An attorney named [Peter Neeson](#) was asked this same question in the Summer 2006 edition of Tort Source, an ABA publication and he responded, “The law is whatever is boldly asserted and plausibly maintained.” For a litigator, that about says it all. I have kept that article in my office ever since and share it with each new attorney and law clerk we hire.

**Every profession has its jokes. Tell us one about lawyers.** A fellow calls his lawyer’s office and asks to speak to his lawyer. The receptionist tells him the lawyer died last week. A week later the fellow calls his lawyer’s office and asks to speak to his lawyer. The receptionist again tells him that the lawyer has died. A week later the client calls again and asks to speak to his lawyer. The receptionist, a little exasperated, says, “I told you last week and the week before that he died, why do you keep calling?” The fellow responds, “Because I just love hearing you say it.”