



## News Release

For Immediate Release

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### **An Instant Staple of the Legal Profession, DRI Publishes *The Associate's Handbook* by Frank Ramos**

*"Print Mentor" For Young Attorneys Offered Without Charge to the Profession*

**CHICAGO – (September 8, 2016)**—DRI—The Voice of the Defense Bar today published *The Associate's Handbook* by DRI member, Frank Ramos. The handbook is a comprehensive, accessible guide for young attorneys who typically arrive at their first position filled with academic knowledge but bereft of the mechanics and practical aspects of practicing law.

The Associate's Handbook is provided free of charge to serve as a mentor to young lawyers in search of one. It provides advice on how young lawyers can make the most of their careers by showing them how to be better communicators, marketers and trial lawyers. It's a "how to" – how to write better, how to get more involved, how to be a rainmaker and how to prepare every case as if it's going to trial. It provides practical advice to help young lawyers avoid the pitfalls and obstacles of daily practice and excel at their firms. A link to the copyrighted book may be found [here](#).

"Law firms expend a lot of resources mentoring young lawyers," says DRI president Laura E. Proctor. "With *The Associate's Handbook*, firms can provide the book to young lawyers to build a foundation of practical knowledge before the personal mentoring begins. The Handbook then reinforces the personal mentoring, and later can be used for review and consultation from time to time. The format makes the book amazingly accessible. Great amounts of practical information are conveyed largely through short paragraphs, bullet points, and lists."

"This is a handbook in the best sense of the word," said DRI executive director, John R. Kouris. "One need not read it linearly cover-to-cover but can consult only those sections which address an immediate need or interest. And unlike most academic books, Frank's tone is conversational and his enthusiasm and love for the law and the practice of it shines through. That should be inspirational and encouraging to young lawyers in those anxious first years."

"As a young lawyer," says author Frank Ramos. "I had the benefit of great mentors, Bud Clarke and Spencer Silverglate, who taught me how to define a win, devise a strategy to win and execute to achieve

the desired result. In my book I hope to tell others what they and others have taught me about writing, marketing, litigating and trying cases.”

Francisco (“Frank”) Ramos, Jr., is the administrative partner of the Miami litigation boutique firm of Clarke Silvergate, where he practices in the areas of personal injury defense, product liability, employment law, and commercial litigation. He serves on the Board of Directors of DRI and is a member of DRI’s Center for Law and Public Policy.

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### **About DRI – The Voice of the Defense Bar**

*For more than fifty-five years, DRI has been the voice of the defense bar, advocating for 22,000 defense attorneys, commercial trial attorneys, and corporate counsel and defending the integrity of the civil judiciary. A thought leader, DRI provides world-class legal education, deep expertise for policy-makers, legal resources, and networking opportunities to facilitate career and law firm growth. For more information, log on to [www.dri.org](http://www.dri.org)*