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Mitchell Kamin Discusses the Road to Becoming and Staying a Rainmaker with Law360

Bird Marella Principal Mitchell A. Kamin was featured in *Law 360's* Rainmaker Q&A series discussing his path to becoming a rainmaker and how he has been able to stay one.

Mr. Kamin attributes the startup of his success to developing strong personal relationships with previous contacts who are currently in a position to hire a lawyer or refer a case. Mr. Kamin says, "You can expect more opportunities to arise with those same clients, provided you do a great job, are responsive and available, and remain directly engaged with clients."

Additionally, Mr. Kamin advises aspiring rainmakers to seize every opportunity that presents itself, such as looking into all possible avenues to develop strong relationships and by continuously giving speeches, delivering MCLE programs, or writing articles. "These opportunities, coupled with really developing both personal and professional relationships, can be very helpful," says Mr. Kamin.