Megan Gess in Law360: '5 New Year's Resolutions For M&A, PE Attorneys'

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Haynes Boone Partner Megan Gess was among mergers and acquisitions (M&A) and private equity (PE) attorneys who talked with *Law360* about some of their New Year's professional resolutions.

Below is an excerpt:

Get Creative to Cultivate Client Relationships

Zoom's status as the new default meeting venue isn't stopping Haynes Boone Partner Megan Gess from reassessing how she will connect with her clients in the new year.

She's aiming to take a step back and consider "what's the best way to stay in touch with clients and contacts and what we can and can't do potentially in 2021."

Gess has already found that people seem much more receptive to phone calls now that they have fewer in-person interactions. When the weather was warmer, Gess said she tried to go on socially distanced walks with some of her clients on Saturday mornings. She's also held some virtual happy hours.

"Maybe you set it up so you send them a drink kit or a small bottle of wine and get on a Zoom so you can see everyone's face," Gess said. "People are relaxed at the end of the day and just really happy to connect with others."

She did, however, acknowledge that Zoom and phone calls work best with existing relationships, especially since it can be harder to read facial expressions via those mediums, which is why she plans to come up with more methods of connection in the new year.

Take Care of Yourself

Gess said she decided to rent a small office for a couple hundred dollars a month just to physically separate her home and workspace, and cement uninterrupted focus. Amid the never-ending news cycle perpetuated by the pandemic, Gess occasionally turns off news notifications on her phone when her mind demands a break.

To read the full article, click here.

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