

L to R: Emily Zinn, Trevor Zeiler, Cynthia Sun, Chris Adishian, Tamara Cook, Julia Toscano, Laura Mayer

"If you cannot genuinely connect with other humans, everything will be challenging."

Adishian Law Group, P.C. Adishian Capital

Chris Adishian, Owner

222 N. Pacific Coast Highway, Ste. 2000
El Segundo
310-726-0888 | 310-426-8832
AdishianLaw.com | AdishianCap.com

Adishian Law Group practices business, employment and real estate law. Their work includes leading mission-critical transactions and litigation, and high-stakes employment cases involving highly compensated professionals. Adishian Capital is a licensed real estate brokerage that provides property management services and select brokerage services. Together the companies deliver "family office" real estate capabilities giving clients relationship continuity across all their real estate activities. Owner Chris Adishian earned his B.A. in mathematical economics from Berkeley, with a minor in business administration from the Haas School of Business, and his law degree from Loyola Law School.

What is the best legal advice you have ever received?

"I read in a business book—probably long before I went to law school—that the

most important term in the contract isn't in the contract. It's dealing with people who are honest."

Share your thoughts about the value of the human connection in your industry.

"It's everything. You have to know yourself, be yourself and connect with your fellow humans in a genuine manner, even in times of tough business negotiations or outright litigation. If you cannot genuinely connect with other humans, everything will be challenging."

Tell us some recent client success stories.

"We served as counsel to our seller/developer client in the construction and sale of two office buildings that are now the corporate headquarters for Australian toy company Moose Toys. In another matter, a Japanese company retained our firm to form its U.S. subsidiary for #JapanHouse Los Angeles—a global project to promote Japanese culture,

art, food, technology and fashion ahead of the Tokyo 2020 Olympic Games."

What can our readers learn from your most successful clients?

"They are committed to improving their decision-making process in business and life. They understand that the two great equalizers are: (1) time and (2) decisions. Over time, the compounded result of good decisions (and avoiding the compounded result of bad decisions) dwarfs any legal fees. Sometimes the best decisions are to not do something."

What is the most valuable skill you offer?

"My individual core skill set is along the lines of an 'expert generalist.' When we look at a challenge or opportunity, we start with the legal expertise. That's foundational. Along with our legal advice, we bring deep knowledge and multidisciplinary experience, which come together to inform the client's business or litigation strategy and execution."