

EXECUTIVE WOMEN IN BUSINESS

Jill Hyman Kaplan, Manko Gold Katcher & Fox Developing good, long-term relationships with clients

Tell us how and when you began your career in the profession you are in?

I started as a lawyer in the fall of 1987 after graduating from the University of Pennsylvania Law School. Three and a half years later, when the Environmental Department of the firm I was with left to start an environmental boutique and asked me to join them, I became an environmental attorney.

What were some of your early goals and did anything happen in your career/profession to change them?

I had thought I wanted to be a full-time litigator, but when the opportunity was presented to become an environmental attorney, I changed paths and have been thrilled with the decision.

What unique qualities and or personality do you feel makes you most successful in your profession?

The ability to see the big picture and take on clients'



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problems as my own. I believe clients value both my legal and business judgment.

What challenges and or obstacles do you feel you needed to overcome to become as successful as you are today?

Balancing the demands of a law practice and a family.

Do you feel being a woman is an advantage in today's business world? Why?

No, not an advantage, but I don't believe it is as much of an obstacle as it was in

the past.

Do you feel there are any differences in the

way that men and women develop business relationships and if so, what activities or venues do you participate in?

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I think there are some differences. For example, I don't play golf. But I enjoy socializing with clients, many of whom have become my friends. I am an avid Philadelphia Eagles fan (although I may soon be willing to give away my tickets for this season). I am also a member of the Board of Directors of the Arden Theatre Company.

Tell us a little about your family.

I have an 8-year old son and a 6-year old daughter. They are both dynamic people and a lot of fun. My husband, Elliot Kaplan, is a Senior Account Execu-

tive at AETEA Information Technology, Inc., an IT consulting firm.

Since women are still the primary caregiver to children what obstacle and challenges do you meet on a day to day basis?

Making sure I have good child care or after-school activities planned for the children can sometimes be a challenge.

Who do you feel was most influential in your life when choosing this profession?

My father was a lawyer and simply loved his job.

What is the funniest, most unique situation you have faced / conquered during your business career.

For a while, I was the only woman partner at my firm, which offered me a unique perspective on the internal workings of a law

firm. I am happy to report that we now have several women partners.

What outside activities do you enjoy during you free time?

Hiking, bicycling, movies, and watching my children at their sports activities.

What do you feel is the key to your success?

I think the key to my success is developing good, long-term relationships with clients. This enables me to understand their issues quickly, know their priorities, and proceed accordingly. I am also lucky to be a member of a law firm that prides itself on the high quality of its work product. I also think the ability to balance my work and home life through my part-time schedule has been very helpful.

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