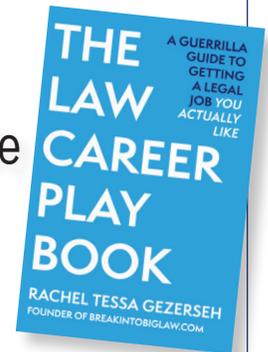


# BACK STORY

## BOOK REVIEW:

### The Law Career Playbook, a Guerrilla Guide to Getting a Legal Job You Actually Like

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Whether one is a pre-law student, currently in law school or a practicing lawyer, finding a legal job that will be fulfilling and enjoyable can seem like a daunting task. To aid in this difficult endeavor is *The Law Career Play Book, a Guerrilla Guide to Getting a Legal Job You Actually Like* by Rachel Tessa Gezerseh.

In the *Play Book*, Gezerseh offers a step-by-step guide to ascertaining and obtaining the right legal job and career, promising that, “You will learn how to set tangible goals and take real action toward your career and as a result you will achieve measurable results.”

Gezerseh provides an upbeat and fresh perspective on job searching after she once achieved the difficult goal of getting hired at a big law firm. She advises readers on how to proceed, offering specific examples from the ups and downs of her own job-search tribulations, emphasizing the match between lawyer and job. As she tells us:

There are only two things that matter when you are talking about the best legal job for you: your ideal role as a lawyer and your ideal employer. Add these two together and this equals your ideal job. It is that simple.

In more than 200 pages, the *Play Book* examines each aspect of a job search, from identifying the right

job and employer for each seeker, to obtaining an interview with a successful cover letter and resume, and then to actually interviewing and negotiating a successful job offer. In each chapter, Gezerseh offers suggested action items to spur on the readers’ practice of tasks appropriate to each stage of a job search. She also provides specific examples from real job seekers from her years of advising members of the legal community through her online website. The *Play Book* ends with list of resources, including available online information sources and several detailed worksheets for use in effecting the step-by-step program.

The *Play Book* is unique in its instructions, because it aims at helping job seekers who have failed at the “traditional” search methods, where jobs are hired through law school interviews or through employer posts online. Instead, it emphasizes networking among and connecting with those who are already employed and maintaining those new relationships to identify and locate “hidden” opportunities — a skill that is helpful for all members of the legal community, whether seeking a new employment opportunity or not. The guide also provides detailed reminders of job search “dos and don’ts,” like remembering to follow up after networking and the importance of preparation.

Interestingly, Gezerseh offers the practical advice to think of oneself as a type of “product” that needs to be marketed with a compelling “narrative” in one’s cover letter

and resume and then emphasized in an interview. Although she advocates that job seekers should search for employment that will make them personally happy, she also reminds them that, in order to obtain that job, they need to focus on a potential employer’s needs and to always articulate the value that one can provide. As she reminds readers, “A great resume can be boiled down to a single message: I am the \_\_\_\_\_ who can help you \_\_\_\_\_.”

Finally, the *Play Book* contains recommendations for actions to be taken even after a good job offer is received. Although difficult for many new lawyers, Gezerseh urges most job offer recipients to negotiate the terms of a received offer, including salary and other employment conditions such as paid time off, remote work, daily schedules and the timing of first performance reviews. Finally, she offers tips on how to be successful in a law firm once the job begins so that a future career will remain successful.

All in all, the *Play Book* is a helpful guide for seekers of all types of jobs, whether in the legal community or not, serving as a structured program to focus an applicant on the matters that will most lead to finding and securing a good job and happy life. **NL**

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