

YLS NEWSLETTER

SUMMER 2015



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YOUNG LAWYER SPOTLIGHT

**Tyson Cross — Owner, Cross Law****Education:**

LL.M. in Taxation – New York University School of Law (2012)

JD – William S. Boyd School of Law (2011)

BS (Finance) – University of Nevada Reno (2008)

Licenses:

California (2012)

Nevada (2014)

Family:

Married to Sarah Cross August 2011

Daughter, Everly Cross, Born May 2015

Dog named Cooper (goldendoodle)

Who or what inspired you to become a lawyer?

I've always been enamored with entrepreneurs and wanted a chance to work along side them. I eventually decided that going to law school was the best opportunity for me to do so.

What made you decide to go into the field of law you practice in?

It's fair to say I never dreamed of being a tax attorney (who would?). But, I knew that I wanted to work with entrepreneurs and small business owners, and it just so happened that tax law is an excellent field for doing this. It's also as complex and dynamic as they come, which makes it all the more rewarding.

If you weren't a lawyer, what would you be doing?

My undergraduate degree is in finance, so I think I would be working in wealth management or investment banking if I decided not to go to law school.

THE 78TH LEGISLATIVE SYMPHONY

By: Jordan Davis

The 78th Session of the Nevada State Legislature began February 2, 2015 and ended on June 1, 2015. During that 120 day period, a highly intricate symphony unfolded in elaborate proportion, characterized by a harmonious combination of movements, elements and colors. The crescendo, or gradual increase in loudness and intensity, was felt as deadlines approached. The elements and colors were seen as lobbyists buzzed around the building, legislators caucused and the Governor's Tax Plan began to take shape.

Just weeks prior to the commencement of the legislative session, at the State of the State, Governor Sandoval asked the legislature to join him in beginning the work of a comprehensive modernization of Nevada's education system. After several hearings, feedback from legislators, and input from the business community, Governor Sandoval accomplished that very goal.

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TRIAL ACADEMY: BENEFITS OF ATTENDING

By: Lance Hendron—Partner at Guymon & Hendron PLLC

I have been fortunate to attend the State Bar's Trial Academy on several occasions and I would encourage my colleagues to do the same. You will have an opportunity to practice trial skills and receive valuable feedback from seasoned attorneys and judges. The Trial Academy is going to help make you a better trial attorney.

Here's a breakdown of the program. The Trial Academy is a three day program where individuals participate in a mock trial. A couple of weeks prior to attending the Trial Academy, each participant receives a trial packet in the mail. This packet contains all the various documents, information, and evidence that is necessary to prepare for and use at the Trial Academy.

The participants are separated into specialized groups based on their prior courtroom experience. There is a main session where all participants meet together to learn the "big picture" idea behind matters concerning Voir Dire, Opening Arguments, Direct & Cross-Examination, and Closing Arguments.

Once a main session is complete, the participants join their specialized group. These groups are lead and instructed by two prominent and seasoned trial attorneys and/or judges. The ratio of participants to instructors is low, therefore each individual will actually participate in each session and receive pointers from their instructors. In addition, select portions of your participation are videotaped for you so you can review it at a later time.

Lastly, the Trial Academy is a great opportunity to network and receive mentorship from well-respected individuals in our legal community. To this day, I still keep in contact with many of the attorneys and judges who helped and guided me at the Trial Academy. Again, I strongly encourage that if you have the time and opportunity to enroll in the State Bar's Trial Academy, you will find it to be a very beneficial experience and it will assist you in developing your trial advocacy skills.

Thank you, Lance, for contributing to the Young Lawyers Section Newsletter! If you would like to contribute to the Young Lawyers Section Newsletter, please contact Amber Duvall (amber@handelinlaw.com) or Erin Barnett (ebarnett@mcdonaldcarano.com) for more details.



The 78th Legislative Symphony—(Cont.)

As I reflect back on the legislative session through the eyes of a freshman lobbyist, I believe that there are three main components that make an effective lobbyist. With the implementation of these three goals, one can accomplish what I believe is the most important part of being an effective lobbyist - creating lasting, meaningful relationships with fellow lobbyists and legislators.

First, be knowledgeable about the subject matter you are discussing with legislators so as to educate them on a particular bill. As a young lawyer, this skill can be honed by researching a particular area of the law. Having clerked for a number of judges and briefed them in preparation for hearings, I utilized those same skills when meeting with legislators to discuss the substance of a proposed piece of legislation.

Second, advocate for your client. As a young lawyer, this skill set can be sharpened by working in either the civil or criminal arena. Having worked as a civil litigator and performed countless hours of motion practice, those same skills can be used when meeting with legislators to discuss why a piece of legislation should be supported or opposed.

Third, maintain your integrity. Your reputation takes time to build and can be lost in an instant. If a legislator asks you a question and you don't have the answer don't be afraid to say that, but make sure you follow up after the hearing and provide that legislator with the piece of information that he or she has requested.

For those young lawyers interested in becoming a lobbyist, a typical day at the legislature consists of the following:¹

6:00 - 7:00 AM - Basketball with fellow lobbyists and legislators.

7:30 - 8:00 AM - Firm meeting and review of daily schedule.

8:00 - 11:00 AM - Attend morning committee hearings, take notes, testify in favor of, opposition to or in the neutral position with respect to any proposed piece of legislation on behalf of your client(s).

11:30 - 1:00 P.M. (Legislative Time) - Attend floor sessions and take notes.

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¹ I have taken liberty in describing a "typical" day at the legislature. In fact, no day is exactly the same. During the day, it is critical that you meet with the legislators and discuss various pieces of legislation on behalf of your client.

Young Lawyer Spotlight—(Cont.)

(Continued from page 1)

Besides your current job, what was your most memorable job (good or bad)?

I worked in a pen factory for a short time as a teenager. I realized very quickly that standing all day on an assembly line packaging pens was not a career path I wanted to keep. Looking back on it now, my parents probably had that in mind when they encouraged me to take the job in the first place.

What do you enjoy doing outside of work?

Spending time with family is at the top of my list. As the father of a newborn baby, it's fair to say that sleeping is at the top of the list as well.

What is the best advice you've ever received (personal or professional)?

"The things that will make you successful in life are simple, subtle, tiny things that nobody will see, nobody will applaud, nobody will ever notice. At the time you do them, they feel like they make absolutely no difference or don't matter. They do. When compounded

over time, they add up to outrageous success. Successful people are the ones who understand this and choose to do the things that seem to make no difference at all, and they do them over and over again until the compound effect kicks in." - Jeff Olson.

My translation: It's all about the grind.

What book are you reading right now?

You Can't Teach Hungry by John Morgan. And the fifth book in the "Game of Thrones" series (it's a guilty pleasure).

What do you listen to in your car on your way to/from work?

I'm a big fan of listening to podcasts in the car. My favorite right now is a podcast by Dan Carlin called "Hardcore History."

Thank you to Mr. Cross for participating in the "Young Lawyer Spotlight". Do you know someone who deserves a little recognition? Are you that young lawyer who belongs in the spotlight? Contact Amber Duvall (amber@handelinlaw.com) or Erin Barnett (ebarnett@mcdonaldcarano.com) for more details on how to contribute to the Young Lawyers Newsletter.

The 78th Legislative Symphony— (Cont.)

1:00 - 1:30 P.M. - Lunch with lobbyists or legislators.

1:30 - 5:00 P.M. - Attend afternoon committee hearings, take notes, testify in favor of, opposition to or in the neutral position with respect to any proposed piece of legislation on behalf of your client(s).

5:00 - 7:00 P.M. - Draft reports and email clients.

7:00 - 12:00 A.M. - Dinner/Drinks with clients, lobbyists and/or legislators.

While this schedule can be difficult at times, lobbying can prove to be a very exciting and rewarding experience. I am truly grateful for having had the opportunity to learn from some of the greats. Their guidance, breadth of knowledge and work ethic left an indelible mark on me. Moreover, the hard work, collegiality and determination of our Governor, state legislators and all those who spent countless hours at the legislature deserves applause. Having spent 120 days at the legislature, I am proud to be a Nevadan and am already looking forward to the 79th Legislative Symphony.

About the Author



JORDAN A. DAVIS

During the 78th Nevada State Legislative Session, Mr. Davis joined Fennemore Craig's Government Affairs Practice Group. In 2015, *Mountain States Super Lawyers* named Mr. Davis a "Rising Star" in the field of Government Relations, chosen as one of the top 2.5 percent of young attorneys in his jurisdiction. Mr. Davis has also been named to *Nevada Business* magazine's "Legal Elite" as one of Northern Nevada's top attorneys.

**State Bar of Nevada Young
Lawyers Section**

Learn more about YLS and find archived newsletters online at:
<http://www.nvbar.org/content/young-lawyers-section>

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CONGRATULATIONS, NEW YOUNG LAWYERS!

The Young Lawyers Section of the State Bar of Nevada would like to congratulate the newest members to the State Bar of Nevada! We welcome you to the profession and to the Section. For more information on how to get involved, please contact one your representatives.

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Want More Information about the Young Lawyers Section of the State Bar of Nevada? Look us up on our website or like us on Facebook! There are always events and projects that you can, and should, be involved in.

**Its YOUR State
Bar and it is YOUR
Young Lawyers
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