

## Rainmaker Q&A: Ruskin Moscou's Douglas Nadjari

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[Douglas M. Nadjari](#), a partner at [Ruskin Moscou](#)

[Faltischek PC](#) in Uniondale, New York, calls on his experience as a former prosecutor — he spearheaded investigations on financial fraud, health care and homicide in the Brooklyn district attorney’s office for many years — in several areas of the firm’s practice: health care regulatory, white collar crime, litigation and cybersecurity.

He is widely recognized for aggressive representation of physicians and other health professionals in hospital medical staff proceedings, audits, claw-backs and demands for repayment made by Medicare, Medicaid and private health insurers as well as the defense of physicians and corporations in criminal, administrative and commercial disputes.



Douglas M. Nadjari

Nadjari is vice chairman of the Nassau County Bar Association's health law committee, and a member of the [New York State Bar Association](#), New York State Association of Criminal Defense Attorneys and the New York State Medical Defense Bar Association and the Tulane University School of Law adjunct faculty where he teaches pretrial criminal practice.

### **Q: What skill was most important for you in becoming a rainmaker?**

A: The most important skill is the ability to listen carefully and respond with advice that combines a unique depth of knowledge of the area of law at issue, an understanding of your client's personal issues and his or her industry, and, most significantly, identifying realistic options for resolution of their problem. Many referrals come from my peers and even

competitors, so maintaining relationships, forging new ones and earning the respect of my peers — on an ongoing basis — is of paramount importance.

**Q: How do you prepare a pitch for a potential new client?**

A: Clients want to know that you understand them, their issue and that you can find reason for some hope during what may seem like a very dark day for them. While I certainly want to learn as much as possible about the potential client and his immediate issue, I also want to understand the industry in which he or she operates — from an economic, regulatory and, where applicable, a professional or clinical perspective.

What challenges and frustrations do they face? How is the industry changing? How has the media covered the event at issue? In addition, I want to know as much as possible about the people involved in the dispute, including potential opponents. I will survey the controlling law and only then a truly commanding understanding of the issues at hand. I hope to have a list of alternative resolutions or strategies outlined, at least in my mind, before meeting.

**Q: Share an example of a time when landing a client was especially difficult, and how you handled it.**

A: Gaining the trust and confidence of anyone facing a white collar investigation — where the potential for jail time looms large — is always difficult. Recently, I was able to carry the day because I not only understood the professional problem but the personal toll that the government's investigation was taking on the client and his family. I believe that made the difference in gaining the client's business and it continues to be one of the cornerstones of that particular relationship.

**Q: What should aspiring rainmakers focus on when beginning their law careers?**

A: Find an area of law for which you have a true passion. Prosperity will follow because learning and working will be a labor of love, not a chore. Learn as much as you can. Get off the computer and read the books; look at the annotations and the commentaries. In addition, where possible, favor live continuing legal education to online CLE so you can meet your peers and competitors.

Successful business production is based on the relationships you make. Join a bar committee or the board of directors of a not-for-profit. Find a way to meet others away from the legal arena — learn to play golf, or tennis or racquetball. Or, as the [New York](#)

[Times](#) noted, ride a bike! Bicycling is now replacing golf as the past time of choice of millennial business leaders.

**Q: What's the most challenging aspect of remaining a rainmaker?**

A: The most challenging aspect is persistence: staying in front of people you know, meeting new people and responding to a marketplace that is always changing. You need to stay current on the law and continue to attack problems with that same passion and creativity that ignited your success in the first place.

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