



Your Money

LEGAL LEADER

ATTORNEY BRITTANY RUBBO, 3D



MANAGER MINUTE



Gina Fontana, Sun Sentinel correspondent

Brittany Rubbo, supervising attorney at Kaye & Bender in Pompano Beach, manages about 20 people in the law firm's collections and foreclosure department.

A RESPECTFUL HAND

Brittany Rubbo leads law firm's collections, foreclosures effort

By Cindy Kent
SUN SENTINEL

Who: Brittany Rubbo, senior associate at Pompano Beach-based commercial law firm of Kaye & Bender, that has a concentration on the representation of community associations.

What: Rubbo is the supervising attorney of collections and foreclosures for the firm. She oversees a team of associates, paralegals and administrative staff, primarily with the issue of collecting unpaid assessments and foreclosures.

Although the association is the client, said Rubbo, it's made up of individuals who are going to process the same information differently. "You have to be able to communicate in different ways so that collectively, the entity can understand the information and apply it," she said.

Respect isn't a luxury or option — it's a given, said Rubbo. "You don't go rogue on your colleagues," she said. "Keep everyone in the loop from the file clerk to the law partners. You have to approach this job with the idea that any success is a collective success."

With clients and in the courtroom, it's important to treat people with sensitivity and respect, she said. "Foreclosures are a huge issue in this economy," said Rubbo. "To us it's a legal one, but for our clients, it's a personal one."

The backstory: Rubbo was focused on a career in broadcasting but after the Sept. 11 attacks was unable to get a job. She embraced a mentor's suggestion to go to law school.

"Once you enter law school, it's not automatic that your future is pre-destined," Rubbo said. Even if it puts you on unfamiliar ground, "Be open to opportunities," she said. "It might be uncomfortable, but you'll be all the better for it."

One career-building tool Rubbo implemented was a personal one — she dressed for success. Rubbo wore business attire to attend classes and take tests. It wasn't necessary, she said — but it was invaluable because it helped her project a mental image of where she wanted to be, how she saw herself — and how others saw her.

Changing law firms after working at the same one all through law school was a difficult decision, said Rubbo. "It was like leaving family, but it was also important for my professional growth."

The take-away: "Learning is so important," said Rubbo. "Don't have an attitude of entitlement or an ego. There is nothing to regret. Successes and failure

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Resources: Cornell University's Law Guide talks about the commitment involved in a law career. career.cornell.edu/law/guide/deciding.html.

Get more information about the career and job trends by visiting the Bureau of Labor Statistics, Occupational Outlook Handbook, 2010-11 Edition bls.gov/oco/ocos053.htm.

See the Broward County Lawyers Associations' Standards of Professional Courtesy at browardbar.org/professionalcourtesy.html.

Read: "Slaying the Law School Dragon: How to Survive — and Thrive — in First-Year Law School," by George Roth.

Cindy Kent can be reached at 954-356-4662 or ckent@SunSentinel.com. Follow her on Twitter @mindinyourbiz.