

How I Made Partner: White & Case's Anna Kertesz

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By Tasha Norman

Anna Kertesz, White & Case

Office: D.C.

Practice area: Antitrust.

Law school and year of graduation: Georgetown University Law Center, 2003.

How long have you been at the firm? Approximately 12 years total.

How long were you an associate at the firm? Approximately eight years as an Associate and three years as Counsel.

Were you an associate at another firm before joining your present firm? I was an associate for two years practicing antitrust and consumer protection at a DC-based firm that merged with Kelley Drye & Warren. From 2012 through 2015, I was an attorney at Federal Trade Commission, Bureau of Competition.

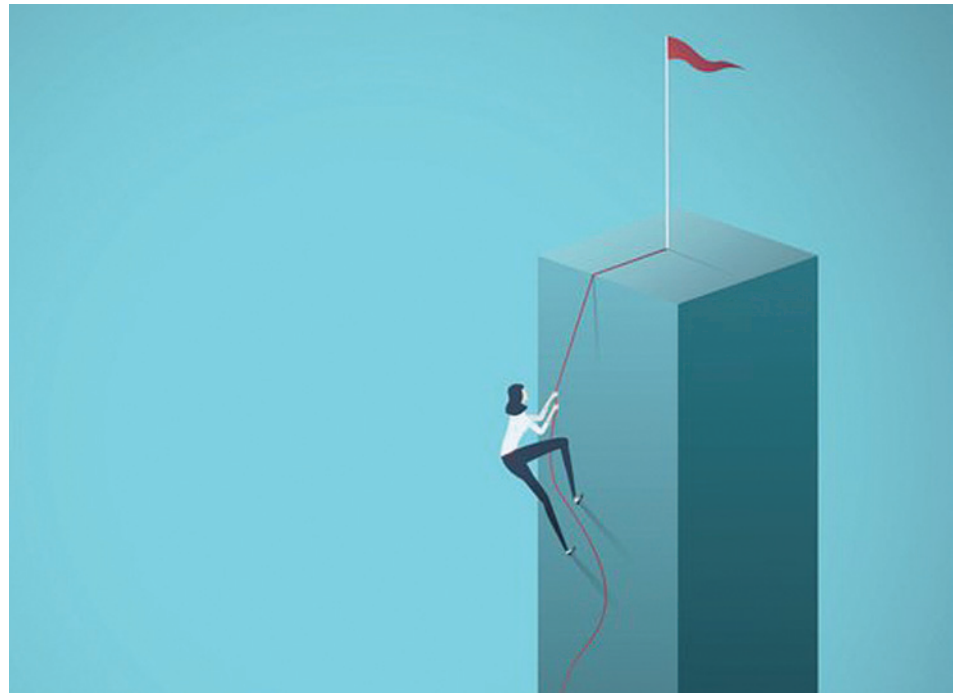


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What year did you make partner at your current firm? I was elected to the partnership in 2018.



Anna Kertesz.

What's the biggest surprise you experienced in becoming partner? It's not a surprise, but I have been amazed at

the level of collaboration across the partnership, spanning practice areas, locations, and business services. Despite sometimes crossing multiple time zones, everyone is eager to work together to move projects forward. I have had new opportunities to work with colleagues in different practice areas or different countries, who I

did not know or get a chance to work with before.

What do you think was the deciding point for the firm in making you partner? In order to make partner, ultimately, you need to bring unique perspectives to your approach to problem-solving, be able to work well with diverse personalities in high-pressure situations with tight deadlines and obtain excellent results for your clients. My experience of sitting on both sides of the table, in private practice and the government, has also given me a broad perspective on issues.

Describe how you feel now about your career now that you've made partner. It was very rewarding to make partner and receive validation for the years of hard work. I have found that what makes this career fulfilling is crafting solutions for complicated matters that are intellectually challenging. Partnership at White & Case has provided me with more responsibility and opportunities to continue to expand my professional experiences while helping clients achieve their goals. I look forward to continuing this journey in the years to come.

What's the key to successful business development in your opinion? Being a trusted resource, available to provide helpful strategy for clients, or prospective clients, in creative ways is key to retaining clients and gaining new ones. In my experience, it is also essential to be available and respond quickly with answers or with helpful strategy. It is also important to know your own firm well, so you can put clients in contact with your colleagues who can help in practice areas outside of your own.

What's been the biggest change, day-to-day, in your routine since becoming partner? The biggest change has been the frequency of business development efforts in which I am involved. Participating in business development is important to professional growth internally and externally, but often opportunities arise on short notice. Balancing these fairly frequent efforts, which can pop up anytime, with existing work has been the biggest change to my routine.

Who had the greatest influence in your career that helped propel you to partner? I have

benefitted greatly from mentoring and opportunities provided by a group of my antitrust colleagues at White & Case, including J. Mark Gidley, Chair of the Global Competition Group, who hired me in 2005, and has since pushed me to think creatively in defense of our clients. Antitrust partners George Paul, Rebecca Farrington, and Noah Brumfield provided support, advice, and opportunities to work together on complex matters. They are all a big part of the reason that I returned to White & Case after the FTC.

What's the best piece of advice you could give an associate who wants to make partner? Be flexible. Sometimes projects come up that you think may be only tangentially related to your usual practice, but these opportunities can be great for professional growth and for meeting lawyers in different practice areas at your firm. These projects can give you a chance to develop new skills or hone existing ones, and to expand your internal network. These opportunities may also be an avenue to develop skills in a niche area related to your general practice.