



FEATURE TLABC MEMBER DAN PARLOW

COMMERCIAL - CORPORATE

What were among the main reasons that you chose to pursue a career in the legal profession?

The main attractions for me with the intellectual challenge and lack of repetition. I have always enjoyed the opportunities to learn about different industries and to shift my focus at frequent intervals.

How did you choose your practice area of law, and why is this area important to you?

My path has been somewhat circuitous. I started doing solicitor's side securities work at a large firm. One day I asked the head of the litigation department, eventual SCC justice Jack Major, if I could move toward the litigation side. His wise words were to the effect that, if you build it, they will come. I learned that the greatest benefit in the profession is the ability to be master of one's fate.

I have always enjoyed learning about business and working with business owners. I have acted for many institutional clients but my greatest joy has always been in helping entrepreneurs, taking on challenges and continuing to learn about their businesses. The vast array of fact patterns in my cases provides lifelong learning opportunities for me.

How do you stay motivated to do the type of work that you do?

Mix it up. Delegate anything that doesn't seem interesting. Seek out new opportunities.

How do you handle the pressure that can often accompany the life of a busy law career?

Over the past two years I have been ensconced in my longest trial ever. I have learned that the best way to cope under pressure is to delegate liberally and to be honest about what others do better than I do. Saying no to work is short-term pain for long-term gain. Work-life balance is also critical, and I engage in a mix of other activities from biking to barbershop quartet singing.

What advice would you give your younger self?

Gain as much trial experience as possible, as early as possible, in whatever cases possible. Don't worry about making a fool of yourself. Never be afraid to admit you don't know something or aren't good at something; excessive pride is a killer.

If I wasn't a lawyer, I would be a ...?

Great question. I would love to be a diplomat, but I am not at all diplomatic. I would love to be a sports figure, but I am a klutz. I would love to be a surgeon, but I am impatient (and the klutz part wouldn't help much). In university, I was a garbageman during the summers; it's lovely to ride around on the back of a truck all day and I was pretty good at it.

What advice would you give to those just beginning their career in law?

Never worry about changing course. It is perhaps the greatest feature of our profession.

Why being a member of TLABC important to you?

I love the collegiality of TLABC, and the passion of its members. We are not simply going through the motions, we truly care about our what we do for our clients and the opportunity to add value to their lives.