



Gordon Glenn enjoys a rare moment of calm at his Kensington office.

CASE CLOSED

Gordon Glenn takes on civil litigation claims large and small

If you've ever been physically hurt or suffered property damage and wondered if you need a lawyer, you aren't alone. Gordon Glenn says that this is his clients' most common question — and almost always, the situation merits legal action.

Glenn has been practicing personal injury law and civil litigation since receiving his juris doctor in 1978, and has been in San Diego since 1985. He was drawn to this specialty his first year in law school during the standard, yearlong intensive study of torts. The basic premise of a tort, he explains, is if A hurts B, A must pay B.

"The notion behind this goes back to Old Testament law," Glenn explains. "If you damaged someone's cattle, you were required to recompense them. Even rabbis have always interpreted 'eye for an eye' in monetary terms."

There is rarely a case too small in scope for Glenn's services, and this 'can-do'

attitude has clearly bolstered his reputation in the community, as most of his caseload is either from referrals or previous clients.

"You can't limit your marketability to just one income standard," Glenn says of his decision to take on cases that aren't potentially lucrative. In addition, he offers free first-time consultations to potential clients, so you determine if you have a case without paying Glenn a dime.

He is also an active member of Congregation Beth Israel, where he has coordinated Shabbat morning minyan and been a song leader for almost nine years. He takes his Jewish values seriously within his practice.

"It's satisfying knowing that I help people who otherwise wouldn't have been able to be helped," he says. Most notably, a woman came to him with a claim against Blue Cross after two other attorneys had already turned down her case. He worked tirelessly

by himself for over a year to tackle a case most multi-attorney offices would even find strenuous, and it paid off; he settled the case for an impressive sum of more than \$900,000. His case was the first victory of a class action suit, and Blue Cross was soon forced to settle out of court.

Big wins aren't always in the cards, but great care and personal attention are guaranteed to each person who walks into Glenn's office.

"I pride myself on the fact that I'm always available to my clients," he says. "I pick up my own phone, and if I'm out of the office I forward the calls to my cell phone." He also has a very straightforward payment agreement, and there are no hidden charges, like copying or phone call fees, that can make some attorneys' retainer agreements multi-page contracts. His cozy office is managed by his wife, San Diego native Judy Horowitz-Glenn, who is very involved in the community and a director on the Crawford High School Foundation board.

Looking toward the future, Glenn is diversifying his practice to stay ahead of the economic downturn, taking on landlord/tenant issues as well as adding notary services to his practice. He is also trying to be more environmentally conscious by sending documents electronically when possible to eliminate paper waste.

At large firms, many attorneys direct your concerns to paralegals while secretaries handle phone calls or smaller tasks, but Glenn doesn't depend on anyone else to do his work for him.

"I'm a good listener. I do everything hands on," he says with a smile. "The buck stops at my desk."

To contact Glenn, visit his Web site at www.sandiegolawyer.tv or call him at (619) 285-8191. ☆