**INTRO SPEECH**

**FOR**

**RALPH CAMPILLO**

Hello everyone!!!! Wellll...... you **REALLY** did it this time.... “Go West” they said... “Expand our presence in LA,” they said.... and then, to paraphrase that famous tee shirt expression... “We went to LA and all we got was **Ralph Campillo**... and we don’t quite know what **THAT** means!!!” (**Wait for the laugh**). All I can say is that within the next few minutes, you’ll have a better idea of who I am, what I bring to the table, and how this will serve to enhance and strengthen an already stellar legal enterprise. Personally, I am very enthusiastic about exploring and expanding the synergies that thrive in the unique blend of east coast/west coast sensibilities. There is no doubt that the east coast capitals in which the original offices of Mintz (**or use full name if necessary**) reside are bastions of knowledge, integrity, strategy, and wisdom, and I would like to assure you that Los Angeles is the other side to that hallowed and respected coin. We too, respect the mandate for excellence in the legal field... we just do it with more yoga and green juice (**or name two things you think describe your LA atmosphere.... I stayed away from cannabis... ;D**).

By now, I imagine you’ve read my bio.... or maybe just portions of it? And I would like to think I have garnered a respected reputation as an advocate and litigator... I have a unique background and point of view, And expanding the firm’s presence in LA brings with it attendant perks... incredible, relentlessly gorgeous weather, a relaxed, contemporary point of view, possible courtside Lakers tickets.... but you **HAVE TO BEHAVE**... and traffic... lots and **LOTS** OF traffic.... (**Wait for the laugh**). Los Angeles may appear superficially to be carefree in most or all respects, but I promise you, inside those carefully curated Pima cotton tee shirts and Fred Segal sportswear, we get the job done.... (**Wait for the laugh**).

So... in thinking, “How do I score some “East Coast points” in the eyes of you die hard grandees of the our profession... well, if it means anything, I was the next door dorm neighbor to Fred Lynn, the legendary .... New York Yankees fans... **cover your ears**... (**Wait for the laugh**) .. (**make like you’re whispering**) Boston Red Sox... If any of you know him, don’t ask him if he remembers me... we didn’t quite see “**eye to eye**” if you know what I mean... it’s not that we didn’t get along, it was just that.... well, he was 6’1” and me? What you see is what you get (**look down and wait for the laugh**). What I may lack in height I make up for in **STATURE**... I hope you know that.

I’d like you all to know that I like to dance... I have a passion for music... I can Salsa and I love Latin music, in fact, my wife, \_\_\_\_\_\_\_\_\_\_\_\_\_\_ produced a Latin Jazz album nine years ago that received a Latin Grammy nomination..... so.... if any of you have a secret wish to learn to dance, **NOW’s YOUR CHANCE**... who among us might want to “swing” a trip to LA under the guise of “research” and pick up a few moves at the same time? (**Wait for the laugh**).... I promise you... my abilities to make full use of a courtroom are completely enhanced by my dance practice!!! It all contributes to my awareness, my energy, and my ability to focus, find my mark, and spin!

Along with my love of music and dance is my pride in my family and my heritage. I have \_\_\_\_\_\_\_ sons, \_\_\_\_\_\_\_\_\_\_\_\_\_\_, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, and \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. They are all fine young men. In honor of my Cuban roots, my middle son Nicolas’ middle name is Arnaz.... yes... like in Lucy and Desi. I carry with me the colorful culture that inspired and informed my youth and I am always willing to share some Latin wisdom... of course I’d have to translate it to English, so let’s hold off just a bit on **THAT** one... (**Wait for the laugh**).

On a more serious note, I want all of you to know that I am thrilled and proud to be a part of this team. The talent on both coasts is exceptional, and although I realize now that this is a move I should have entertained in earnest years ago, it is never too late to make one’s mark... with energy, foresight, and a unique point of view. As I said earlier, LA is a bright, enthusiastic side to an already hallowed and respected coin and **together**, our team can make and set some extraordinary precedents.

The Los Angeles group is bright, smart, and poised to make a great contribution as well. It is our collective intention that our client list expands, our impact on our sectors of the legal profession continues to increase, and our connection to our east coast community.... all of you, strengthens and becomes enriched through our collective diversity and experience.

On behalf of the Los Angeles office of Mintz **(is it more appropriate to use the complete name of Mintz, Levin, Cohn, Ferris, Glovsky, and Popeo PC?**), I want to express our gratitude for the welcome and support we have already received... it’s a privilege to be a part of, expand and cultivate this firm. Remember, we are all now one.... and should any of you need to make a quick trip out to LA ... for dance lessons... I mean **research**.. (**Wait for the laugh**), some sunshine... I mean **time to think** in freeway traffic... with the top down... (**Wait for the laugh**)... or some genuine partnership ... over a cup of freshly brewed coffee (**Do you want to say**) and a **shmear** (**or a bagel?**) at Nate and Al, our door is **always** open. Thank you all!!