



**Women in Business Networking
May 3, 2010**

Interview with Amy Cary, Business Manager, Roberson Law Firm

**Amy participates in the
WiBN Entrepreneur Group**

**WiBN: What is your position at
Roberson Law?**



Amy: I am the firm's Business Manager. I manage the business operations and staff at the firm.

WiBN: What is the one thing that you want our readers to know about Roberson Law?

Amy: We are the only law firm in Dayton with ten women who solely practice in one area of law. We are a "boutique firm" that specializes in Estate Planning, Trust, and Probate Law, and that is all that we do.

WiBN: What are some of your personal skills that have helped you become who you are today?

Amy: I can see potential in all people. Everyone possesses a skill or trait that makes him/her special. I value relationships and am very loyal to those who I care for. I am very honest, so if you ask me a question, you can be assured that you will receive a truthful answer regardless of whether or not the answer may be what you want to hear.

WiBN: At any time during your life have you had a mentor?

Amy: I have a business mentor who holds me accountable and helps me stay on track for my business related matters. I would say that my husband and my mother have been my personal mentors who provide me with spiritual wisdom and the conviction to always do the right thing.

WiBN: How can, or how does, networking benefit women in business?

Amy: I could write pages about this topic, but to really simplify it, I am going to say that because women are generally better than men in developing and nurturing relationships, women in particular can greatly benefit from networking because relationship building is at the essence of networking. Networking is not about passing out business cards, but about making connections with others that can develop into relationships where each person has a sincere desire to help one another succeed. It's the "giver's gain" philosophy. When this philosophy is put into practice, your cup will overflow with new connections that will eventually turn into new business.

important that our employees are compassionate and caring, which are qualities that come naturally with all of the women in my office, despite the state of their hormone levels.

WiBN: Can you think of any mistakes that you have made that you wouldn't want to make again?

I have made a couple of bad financial decisions for the business because I didn't go through due process to make the most informed decision. When making a major financial decision, always consult with someone you trust before making that decision so that you can get a different perspective. In addition, always get at least two estimates, preferably three, when you are shopping for a new vendor, contractor, supplier, etc.

WiBN: Are there any fears that you have had to overcome?

Amy: When our business really started to take off, I had to take a leap of faith and hire a bunch of new staff without really knowing if we would have the continued growth to sustain the need. However, as the saying goes, "You have to spend money to make money", so I went ahead and hired the new staff despite my fears. In the end, it paid off.

WiBN: How do you get inspired?

Amy: My faith in God carries me through every single day. It gives me all of the inspiration I need to keep plugging along through the good and bad days.

WiBN: Share with us how you balance your work life and family life?

Amy: A balanced life can sometimes be an oxymoron for a mother, wife, and business owner. I do okay with it though by turning off the businesswoman "switch" on the weekends. I don't always succeed, but I always try to make a concerted effort.

WiBN: What is your favorite thing to do in "taking care of you"?

Amy: Shopping is definitely my vice. I am a serious shopoholic, and I love Macy's. I worked there for almost ten years and developed a love for the store through my work for the company. I also love to shop at consignment shops.

WiBN: Where do you see yourself in 10 years?

Amy: Since Roberson Law is my family's business, I see myself still managing the firm as long as my family is still in it. If my family decided to sell the business, then I would probably go back to school and get my guidance counselor's certificate and then try to get a job at a high school counseling teens.

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