

Real estate specialist is readers' choice

Jay N. Hershman '01 recently was voted one of New Haven's top lawyers in the *New Haven Advocate* 2007 "Best of New Haven" readers' poll. This year readers cast more than 50,000 ballots in numerous categories. *The Advocate* is a weekly publication covering news and culture in the greater New Haven area.



Hershman is a partner at the law offices of Baillie Hall & Hershman in Cheshire, Conn., where he concentrates in real estate law, estate planning and corporate and business organization. The law firm also has offices in Avon, Norwalk and Waterford.

After graduation, Hershman worked for a general practice firm and realized he liked real estate law best. He thinks he netted so many votes for the attention he gives to his clients. "I really try to take an interest in learning about the clients and their needs. Purchasing a house is the most important transaction in people's lives, and I always try to keep that in the back of my head," he said.

Hershman enjoys the variety of people he encounters during real estate closings and the fast-paced nature of the job. "I love the aspect of continuously getting new files and closing files," he said.

He is a member of the American, Connecticut and New Haven Bar associations and also is a member of the Cheshire Volunteer Fire Department.