



# Next Gen



This week's Q&A with

**Andrew Hughes**

*Andrew Hughes is a Partner in Locke Lord's Private Equity and Venture Capital Practice Group based in the Providence office. He solves corporate legal problems for private equity clients and growth stage companies. He drafts and negotiates acquisition agreements in lower middle market business sale transactions.*



## More About Andrew

**Tell us about the most interesting or significant matter you've worked on in your career.**

I represented a friend in the beginning stages of the sale process of his education technology company. He passed away right as the sale process was about to begin. A year and a half later, I represented his wife in a sale process of the same business after she grew it to new heights. She and their three elementary-age children visited the office on the eve of closing to sign the purchase agreement, completing a growth process and sale that exceeded anything her husband had hoped for.

**What has helped you to become successful in your field?**

I've never lost sight that this is a client service business. The main goal of my work day is solving client problems. Every day is a new day, and you can never rest on past laurels.

**What's the biggest challenge you've faced in your career?**

As a junior associate, my first law firm imploded, and I was laid off in a desolate legal market. I took a career detour in energy law before Locke Lord predecessor firm Edwards Angell Palmer & Dodge gave me an opportunity to come back to the corporate transactional practice. When tough economic times returned shortly after my hire, I was able to prove my value to the firm and weathered the storm.

**How did you know that you wanted to practice law? // What inspired you to become a lawyer?**

In the late 1990s era of dot-com startups, I was inspired to go into legal practice to try to get a seat at the table of innovation and ideas. Also, I was a big fan of the Boston-based David E. Kelley legal drama *The Practice*.

**What drives or motivates you on your hardest days/during your most difficult matters?**

I really enjoy the focus and adrenaline of pushing a deal to close and being able to find, even in the most stressful times, the thread of common interest between buyer and seller.

**Who has had the biggest professional influence in your life? // Did you have a mentor? If so, tell us the most important things you learned from them.**

Locke Lord Providence Partner Paul Mahoney has a sharp legal mind and is a true gentleman, except when the client specifically directs him to be the bad cop. And then he's the most decent agitator you will ever come across.

**What do you do to give back to the community?**

My children attend an urban public school, where I support my wife's full-time efforts to improve the resource-challenged system.

**If you could have dinner with one person, living or dead, who would it be and why?**

It would be a dinner at an Irish pub with my dad, because I lost him too soon.

**Tell us your favorite book, movie or TV show and why you like it.**

One of my favorite books is *Catch-22*, and I am hoping that George Clooney and Hulu did it right in their series starting this month. I could use it after this last season of *Game of Thrones*...



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