



THAT ELUSIVE DREAM JOB
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CITY WEEKLY careers



NAME: Sohila Zanjani
JOB: Law broker
BASED: Mount Eliza

SINGLE MUM OVERCOMES ADVERSITY TO SET BUSINESS PRECEDENT

WHILE RAISING FOUR CHILDREN AS A SINGLE PARENT, SOHILA ZANJANI COMPLETED A LAW DEGREE AND ESTABLISHED A SUCCESSFUL LAW BROKERING BUSINESS

WHAT I DO: I am the owner and director of Prime Law Brokers (PLB), which is a national business that refers clients to the right lawyer. Our service is free, operates 24/7, and sees people with a variety of legal problems calling to seek direction as to which lawyer is appropriate for their needs.

HOW I GOT HERE: I graduated from Monash University in 1992. During the search for an "articled clerkship" I came across an ad in the law faculty from a lawyer (Yuri Rapoport) who wanted to establish a law brokerage. I attended the interview and

was successful – which was great after receiving no less than 52 rejections to my previous applications.

MY TYPICAL WEEK: I answer the phone 24 hours a day during the week and spend my time directing prospective clients to the right lawyer. I listen to them carefully, I recognise the areas of law they're having problems with, and where appropriate, I even advise them to try other ways of resolving their issues before bringing a lawyer into their life. On top of that, I do a lot of administration work and conduct regular meetings with lawyers across Australia.

THE GOOD BITS: I have learned that people want personal service when it comes to choosing a lawyer. They want a frank, warm exchange with a caring professional directing them to the right lawyer for their problem. I gain pleasure when I am able to perform that task.

WORK STRESS: I never know who is on the other end of the phone. Sometimes I receive calls from clients mistakenly thinking they need a lawyer, when instead they really want to speak with someone to comfort them. I try to help ease their pain, even if it is 3am in the morning.

CUPS OF COFFEE PER DAY: One

ON AN ANECDOTAL NOTE: Do not bring the wrong lawyer to your matter or you will pay the price.

YOUR CAREER HIGHLIGHT? I developed a business from its early stage to a successful national service where more than 230,000 clients have been referred to lawyers around Australia since 1996. I guess my career highlights are: I elevated myself from being a sole parent pensioner from a non-English speaking background to obtaining a law degree (while being responsible for my four children and

living in co-operative housing) and becoming a successful businesswoman with a national business.

WHAT'S THE BIGGEST FLAW IN THE LEGAL SYSTEM? Lack of information about lawyers, their expertise and success rate. Unfortunately most of the time the selection is based on chance.

WORDS OF WISDOM: At the end of each day, I ask myself "did I grow to become a better person for myself and my society?" **WHAT'S THE NEXT STEP?** A TV advertising campaign for Prime Law Brokers and greater awareness for the business nationally.