

# DIVERSITY THE BAR<sup>®</sup>

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## MCCA's 2008 Diversity Award Winners



plus

- Making It Rain! Introducing Leading Minority Rainmakers
- Small Law Firms, Big Ambitions
- Honoring CLEO's Forty Years of Service



**Ray L. Wong** *Partner*

Duane Morris LLP  
San Francisco, CA

**Years Practicing:** 30

**Area of Practice:** Business Litigation

**T**here are no substitutes for excellent work — no shortcuts,” reiterates Ray L. Wong, a business litigation partner in Duane Morris’ San Francisco and Los Angeles offices. “Ultimately, clients are looking for attorneys who will solve their problems competently and efficiently.”

Wong is all about doing things right. “I believe in the golden rule of law: Treat clients as you would like to be treated, and that includes quality work, reasonableness of fees, and responsiveness. In other words, provide what you’d want.”

Wong remembers his early days as a rainmaker. “I was aware, yes,” he recalls. “It’s a wonderful experience when a client calls you and says, ‘I want to hire you as my lawyer.’ It’s a major step and a great feeling of professional responsibility and satisfaction when someone is trusting you personally with their legal matter.

“When you begin to bring in business, the firm notices. In this day and age, attorneys who have control of business and of certain clients are definitely in a better position.”

Does it feel good to be a rainmaker? “Frankly,” says Wong, “I don’t like the sobriquet all that much; however, it’s become such a common part of the profession’s lexicon that you can’t get away from it. I don’t think of myself as going out and trying to make rain, but more as providing excellent representation and service, and hopefully that means the client will want to use me and my firm for other matters in the future.”