

## Helping lawyers who want to leave the practice of law find new careers

# At last.



[exjudicata.com](https://exjudicata.com) New York, NY [in](#) [▶](#) [📷](#)

## Highlights

- 1 First round oversubscribed with \$1,061,000 raised
- 2 The 2 co-founders first startup produced more than a 10 x return & exit via sale to a public company
- 3 Just 8 months live, we've had over 33,000 unique users
- 4 Over 1,000 nonlegal jobs for lawyers on the ex judicata Job Board
- 5 The 2 co-founders have a combined 60+ years selling products and services to the legal marketplace
- 6 ex judicata has no direct competition and a 24 month head start on any newcomers.
- 7 Embraced by law firms as, finally, a way to help their attorneys seeking new careers
- 8 Welcomed by law schools as a resource for 3Ls and alumni seeking an alternative way to use their JD.

## Featured Investors



**Bart Schwartz** 

Follow

Invested \$150,000 

Bart M. Schwartz is founder & Chairman of Guidepost Solutions, which provides compliance, integrity, monitoring and investigative services. He is a former Chief of the Criminal Division of the US Attorney's Office for the Southern District of NY

"When the idea for ex judicata was first presented to me, it immediately clicked. Finally, someone created an end-to-end solution for all lawyers interested in leaving law for new careers. I was delighted to be an early investor. I believe that the timing for ex judicata is ideal. The legal profession is undergoing a sea change and I expect that the number of lawyers and law students seeking to pursue alternative careers will increase dramatically. I have known the 2 co-founders for many years. Their characters, and prior startup success, positions them well to grow ex judicata. I am excited to be a part."



**Dina L Shaw**  
Syndicate Lead

Follow

Invested \$105,000 

"There are so many opportunities to invest in new ideas but this one is extra special. The idea is solid - lawyers need alternatives to a set path and ex-judicata offers that for those looking to pivot. The concept of pivoting is overused but not in the approach taken by EXJ. They offer career coaching, analytics and then a robust job board to search out the next opportunity. They have courses to augment your skill set as you decide what direction you want to go. And they have packaged this into one site with a variety of entry points. The strategy is sound and the financials strong and not overreaching. In addition, the management team is experienced, and some of the hardest working people I know. You will not be concerned about their work ethic - a rare commodity in today's world. I highly recommend this investment. I am a two time investor already. I believe in the platform, concept and team - wholeheartedly. Join me in making this company a huge success."

## Our Team



**Kimberly K. Fine** Chief Connectivity Officer

Kim is a co-founder and Chief Connectivity Officer of ex judicata. ex judicata is Act Two for Kim and Neil. Earlier in their careers they co-founded Fulcrum Information Services. Kim is a legal industry veteran with 30+ years of industry experience.



**Neil Handwerker** CEO

First startup with co-founder, Kimberly Fine, produced a 10x plus return followed by an exit with a sale to a public company. Headed global legal recruiting at The Lucas Group (Korn Ferry); Writer for Spy Magazine. National Lampoon and Cosmopolitan



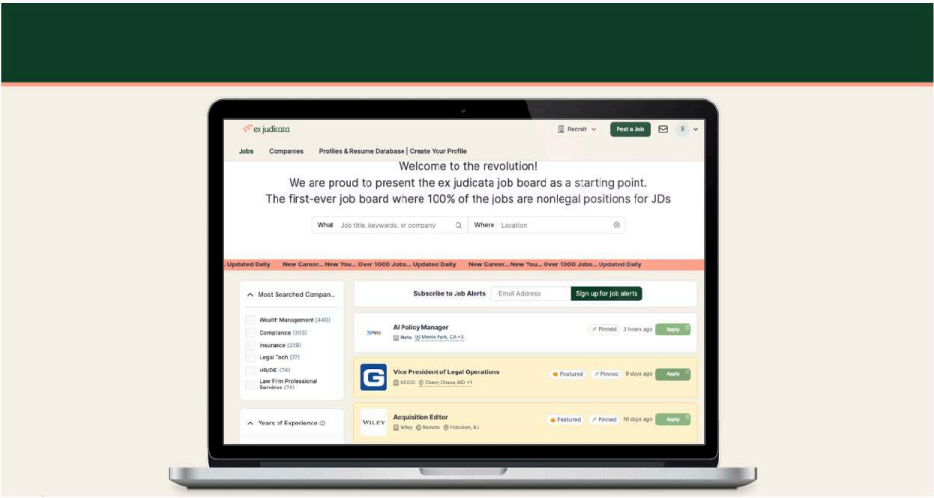
**Emily Frye** Director of Digital Transformation

8 years of experience in the job board and talent acquisition branding industry. She brings all of her learning from building career sites, creating KPIs, and presenting and reviewing data to tell a story to ex judicata

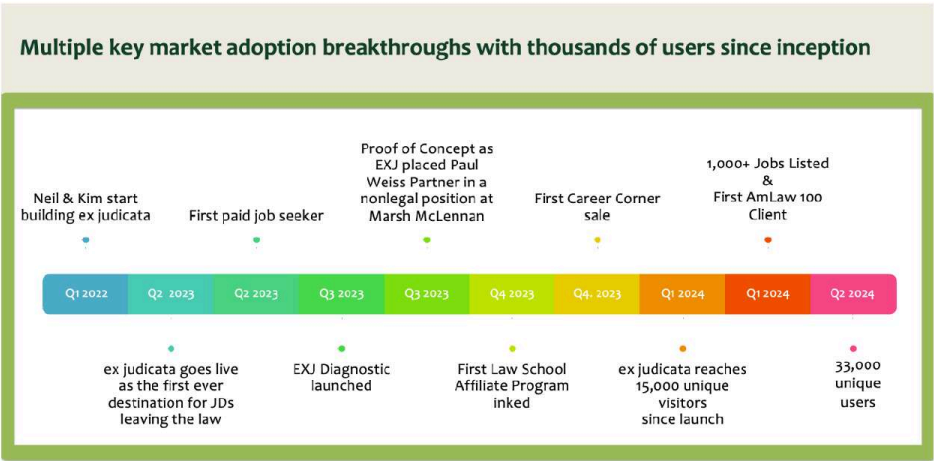
# We help lawyers who want to leave the practice of law find new careers

Thousands of lawyers want to leave the practice of law and transition to new careers. They do not know where to begin.

ex judicata provides an end-to-end solution--from identifying careers that are the best fit based on the individual attorney's personality, work history and skill set--all the way to actually securing a nonlegal job on the ex judicata Job Board.



100% of the jobs posted on the ex judicata Job Board are nonlegal positions for lawyers

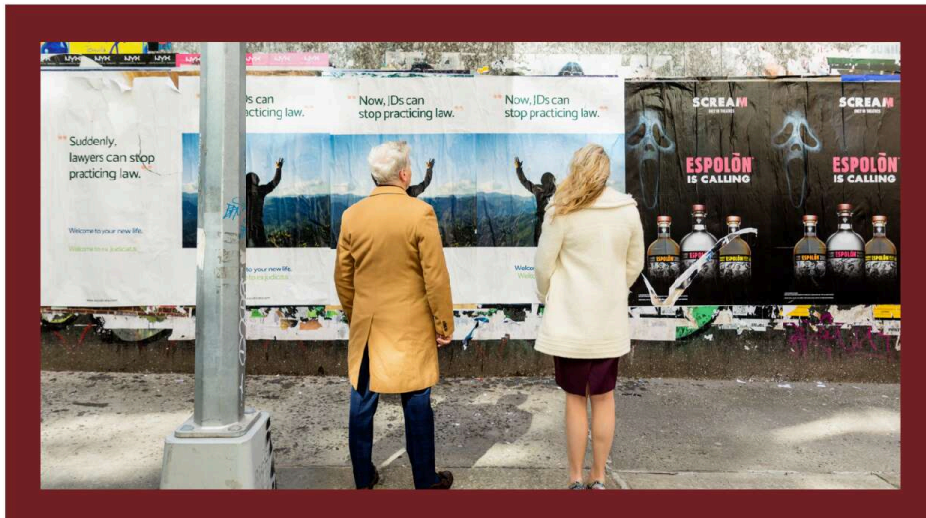


Since our launch just 8 short months ago, we've had wonderful engagement with the marketplace. The timeline shows some of the milestones that we have hit including 33,000+ unique users that have visited exjudicata.com and 1,000+ jobs on our Job Board

Our first funding round was oversubscribed with \$1,061,000 raised from 18



investors led by Bart Schwartz, Chairman of Guidepost Solutions, formerly, Chief of the Criminal Division, US Attorneys Office for the Southern District.



*ex judicata reunites co-founders Neil Handwerker and Kimberly Fine whose first startup, Fulcrum Information Services, yielded a 10x return to investors with exit via sale to then publicly traded Sylvan Learning.*

### Why now ?

In the late 80s, co-founder, Neil Handwerker, sought to transition from the practice of law to business. There is no roadmap and no support. Fast forward to 2022, not all that much had changed. Except, the sheer volume of lawyers seeking to leave law for new careers.

At this moment, it is very likely that you have a colleague, a relative, a classmate and/or a friend who is an attorney that wants to, or needs, to find an alternative career. Since there has been so little guidance and support available, chances are that attorney has remained in place unsure of how to even go about choosing an alternative career let alone actually securing a nonlegal job.

The statistics on the growing career dissatisfaction are daunting.

According to the US Bureau of Labor Statistics lawyers are the least happy workers in America (*The Washington Post*, January 2023) Substance abuse is growing at an alarming rate according to poll after poll. 44% of lawyers are considering doing something else (*Meeting Fever*, February 2024) Enter ex judicata.

Right now employers across the country are facing a shortage of skilled talent. Lawyers that seek to pivot are a new source of highly-skilled talent. ex judicata is building a two-sided marketplace: JDs looking for new careers being matched with employers eager for people who possess the qualities found in the JD skill set. They meet on the ex judicata Job Board.

**Thousands of lawyers want to leave the practice of law and transition to more fulfilling careers, they do not know where to begin.**

**330,000  
lawyers**

leave the practice of law each year "Lawyers are the unhappiest workers in the U.S." (January 2023 article in *The Washington Post*)

**24%, or 8400,**

each year do not enter the practice of law, where do they

graduating law students

go? (2023 NALP/ABA Study)

26.3%

is the annual law firm attrition rate among the 200 largest law firms in the US (DecipherIntelligence.com, April 11, 2023)

44% of lawyers

have considered leaving the profession due to burnout and stress, (Meeting Fever February 28, 2024)

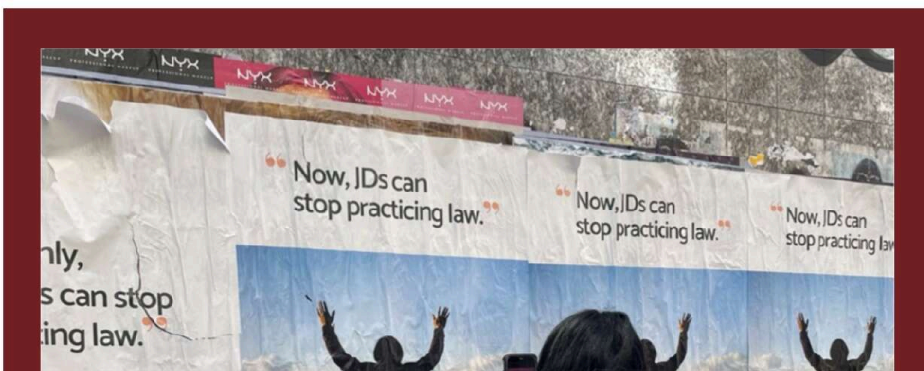
### Market size of lawyers in the US with breakdown on those that are considering, or committed, to pivoting to a nonlegal career - TAM, SAM and SOM



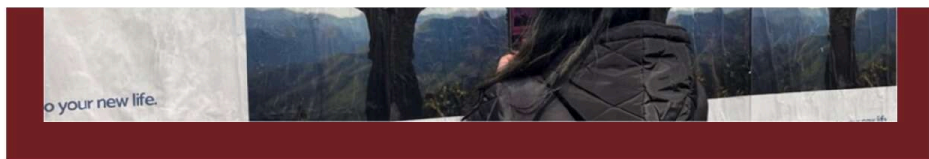
sources: ABA <https://www.abajournal.com/news/article/2023-2024-law-student-survey/>  
Martindale <https://www.martindale.com/blog/what-hits-the-grass-roots-of-the-legal-field/#-text=Before%20the%20pandemic%2C%20we%20average%20would%20leave%20within%20six%20years%20https://www.fiverr.com/fiverr/flex-jobs-https://www.flexjobs.com/blog/post/how-long-should-a-job-search-take/#-text=%E2%80%8COn%20average%2C%20it%20takes%20about%20Flexjobs%20career%20expert%20Cidney%20Work>

### Who we help...

- Lawyers who have hit the wall and feel trapped
- Lawyers who enjoy practicing law but feel a need, a calling or want to move to an occupation more in line with their passion(s)
- Lawyers who have already moved to nonlegal careers. We are here to help them get the next job and the one after that
- Law students who already know they want to work in nonlegal careers and those 3Ls unable to secure legal employment that need to find a job that will value their hard-earned JD degree
- Partners in law firms and senior in-house counsel who have already enjoyed success in their careers and would like a 2nd Act







*On the day we launched we put up posters on an abandoned building in New York City near the courthouses. A woman was walking down the street. She stopped to take a picture with her phone. We asked: "Why?" She answered: "I am a lawyer who wants to find a new career."*

### How we make it all happen:

1. EXJ Career Diagnostic – our tool designed to help attorneys match potential careers with their individual backgrounds, personality and skill set
2. On demand training and development - Webcasts and courses to prepare JDs for business roles
3. Our "Career Corner" features 10 coaches from the world of business helping lawyers redraft their CVs and LinkedIn profiles and/or providing traditional 1-1 counseling.
4. The unique Job Board where 100% of the positions are nonlegal jobs for JDs
5. Articles offering guidance on everything from crafting an elevator pitch to the essential questions every JD moving to business should ask during the interview process to our take on 'bad' alternative career options for lawyers
6. Inspirational interviews with JDs who successfully moved to business .

### We created a diagnostic for lawyers seeking a new career

Working with a team of PhDs in Organizational Behavior and Analytics, we identified 8 key attorney personality traits overlaid with 25 business careers.

The attorney is asked to answer a series of questions which will yield scores in areas including Personal Skills, General Behaviors Drivers and Personality Traits.

A 5-page report is produced culminating in the Career Match Index.

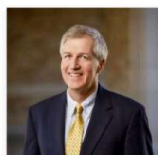
EXJ Diagnostic Career Match Index Sample Output		
<p><b>Introduction</b></p> <p>The Career Match Index refers to a measurement tool that evaluates the compatibility between an individual and specific career options. It assesses the degree of alignment between one's personality traits and the attributes of various business careers.</p>		
<p>Based on your scores, we suggest exploring the following five career options if you are contemplating a change from your current career path.</p>	<b>Career</b>	<b>Career Match Index</b>
	Risk management	715
	Investor relations	535
	Human Resources	405
	Journalism	315
<p><b>How to Read the Results:</b></p> <p>On a scale of 0 to 100, the higher the score, the higher the compatibility between the person and the career.</p>		

### Live and on-demand courses and webcasts

#### Financial Fluency for Attorneys Transitioning to Business

Take Course

Course Instructor



#### If I Leave the Law... An ex-judicata webcast series

##### Landing a Law Adjacent Job: Legal Tech, Legal Ops & Legal Services



Rumor Chopra  
Vice President, Legal Services  
Elevate



Michael D. Orlund  
CEO  
Cloud Court, Inc.



Emily Tilden  
Senior Director  
Legal Operations at  
PayPal



Sarah McCormick  
Director of Legal Service  
Delivery  
Hartigan LLP

Thursday, February 15th @ 1pm EST.

**"If I leave the law..." Immediately above, is a recent**

Matthew J. Barrett  
Professor Emeritus of Law  
Notre Dame Law School

CLE approve courses for the transitioning  
attorney

offering designed to help JDs interested in  
positions in legal ops, legal tech or practice  
management in a law firm find opportunities.

## Curated panel of coaches offering career transformation guidance

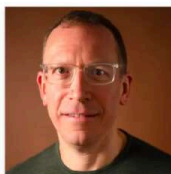
### Career Corner Specialists



**Chelle Johnson**

**Services Offered:**

- ✓ Interview Prep
- ✓ Coaching



**John Costango**

**Services Offered:**

- ✓ Coaching

[Learn More](#)



**Melanie L. Denny**

**Services Offered:**

- ✓ Personal Branding

[Learn More](#)

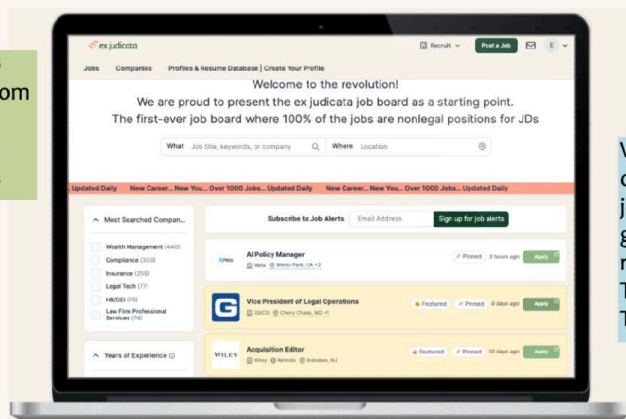
Our "Career Corner" features 10 coaches from the world of business helping lawyers redraft their CVs and LinkedIn profiles to align with the nonlegal jobs they are seeking, as well as providing traditional 1-1 counseling.

The coaches are available at every price point.

ex judicata does not employ the coaches. We take a percentage of sales generated through appearing on our website.

## The ex judicata job board is the employment platform focused exclusively on nonlegal jobs for lawyers.

100% of the job postings are from employers seeking to hire the JD skill set.



We are now over 1,000 + jobs with growth plans to reach 2,000. Then 5,000. Then 10,000.

exjudicata.com articles - long on practical guidance and short on generalities and fluff. Pieces that discuss topics like:

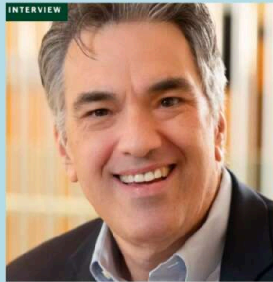
- 2 questions every lawyer interviewing for a nonlegal job will be asked
- The EXJ Checklist for Lawyers Moving from Law to Business
- 10 questions you need to ask when interviewing for your first nonlegal position
- Differences between management in law firms and management in Corporate America
- How to budget for transitioning from a law job to a nonlegal position
- Where to take a vacation between your old career and starting a new job where you are least likely to run into fellow lawyers questioning your judgment ("Have you lost your mind?")

### 36 one-on-one interviews with lawyers who transitioned to success in everything from baking to banking

"The way you learn to think in law school, the way you approach issues in a methodical manner, is helpful for whatever you do."

The skills I learned in law school help me every day. I think law school prepares you to think the right way. Lawyers can be very good at taking their legal training and applying it to business opportunities while also looking for risks, compliance issues, and other potential problems. They can excel at negotiating and resolving conflicts. A lot of business success is asking the right questions."

-Andrew Gold  
Senior Vice President & Chief Human Resources Officer  
Pitney Bowes Inc.



**Andrew Gold**

Senior Vice President & Chief Human Resources  
Officer  
Pitney Bowes Inc.

**Copy that: from law to HR head at Pitney  
Bowes**

### The Feedback

We are gratified, and grateful, to have been embraced by the marketplace practically from day one. So many lawyers have reached out to us to say 'thank you'.

*I am so excited to have found your platform. It's exactly what I was looking for my entire career.*

*I can't believe you've been live only 7 months. The need for ex judicata predates the profession.*

*Where was ex judicata when I needed you 10 years ago?*

*What can I do to help?*

Well...you see we're out raising money on in a Community Round on Wefunder...

All of the features on ex judicata--from the articles, to the interviews to creating courses and webcasts, to the Job Board--is the work of just 3 full-time people.

We are very proud of all we have been able to accomplish to this point. But monies raised will help us make a few select, tactical hires while continuing to run lean.

This is where you come in.

### Lawyer Angels wanted

We believe we are already making a real difference in the lives of lawyers seeking alternatives to practicing law. And we are just getting started.

There are many more jobs to capture for the Job Board, courses and webcasts to



create, coaches to add to the 'Career Corner', interviews to be held, articles to be written and so many more lawyers we can help.

Investing in ex judicata is a pure win-win. You are helping us to help fellow lawyers and, we believe, advance the legal profession on the whole. And in the process you get to participate as an investor.

Please join us on a journey really just beginning.

Thank you.

---

---



---

# Downloads

[2024-logo ex-judicat-Final-21.jpg](#)