

Law School Personal Statement for Target University (details changed)

After studying finance at the University of XYZ and working in business management with increasing legal responsibilities for the last six years, I believe with confidence and excitement that becoming a lawyer is the next logical step in my career. In my role as VP at Farming Company ABC and as GM of Farming Company XYZ LLC, I have gained an in-depth understanding of the importance of law in business operations, specifically those driven by environmentalism. Over the last several years, I have developed my skills as a businessman who uses legal knowledge to build more ethical and socially conscious businesses—skills that will serve me well at Target University’s School of Law and beyond.

During my time as GM of Farming Company XYZ LLC, I managed \$1.5 million in gross revenue, which entailed a thorough understanding of fiscal law. I was promoted twice based on my strong performance and my professional advancement of the company. I also managed fifty-two employees, changing staffing requirements and training processes to reduce turnover by over 50% on an annual basis—a feat that is critical to the health and longevity of any business—and improved sales while consistently surpassing quotas. I even set record sales during both March and May of 2016. These responsibilities required not only business acumen but also a good deal of knowledge of legal protocol, which I intend to augment at Target Law.

Currently, I am the VP of Farming Company ABC, a thriving cannabis venture capitalist company. In addition to evolving business plans, growing accounts, networking, and overseeing staff, I am charged with intensive, ongoing research of the constantly changing laws and regulations regarding cannabis legality in California in order to maintain licenses and discover opportunities for further growth. With this legal knowledge, I am able to support the company better, attending national trade shows and building the company’s relationship with others in the

industry to create symbiotic international networks. I am also better able to refine sales pitches and tailor them to specific tribes, cities, countries, and private investors in ways that protect the wellbeing and profitability for all involved. I have been consistently praised by Alex Smith, the owner, president, and lead horticulturist, for my understanding of the unique laws and regulations specific to every type of cannabis enterprise, including those involved in cultivation, retail, and manufacturing. This supports the company in establishing new and prosperous collaborations.

My desire to attend law school has very much been shaped by my work with two lawyers at Farm Company ABC whom I consider role models in the realm of business law. Jane Smith, Esq., specializes in corporate business, cannabis law, and civil litigation law, and I have enjoyed working with her immensely. Specifically, I have loved learning to properly draft employment contracts, letters of intent, and memorandums of understanding. I admire Jane's legal intelligence and business savvy; watching her apply her understanding of the law in tangible ways to create greater profitability and business health has inspired me to do the same. John Jones, Esq., has also taught me volumes about the legal aspects of the cannabis industry, and I intend to model myself after both of these fine lawyers' sense of social efficacy.

I am particularly interested in using my legal expertise to grow businesses at the forefront of environmentalism and social progress and learning more about how the cannabis industry can fit into changing business and social paradigms. I believe that my demonstrated success in business and my growing passion for the law, combined with my dynamism and drive, make me an excellent candidate for Target Law, and I apply with enthusiasm and without reservation.