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**FROM MAILROOM TO MEMBER**

**Law firm employee works his way to the top from the ground up**

**PHILADELPHIA – Dec. 23, 2009 – Bennett, Bricklin & Saltzburg LLC (BBS)** is pleased to announce that attorney Charles “Charlie” Lanzalotti has been elected an equity member of the firm. Oh, and one more thing: Charlie, a twenty year employee of the firm, started in the mailroom.

A south Philadelphia native, Charlie says, “I wanted to go to law school ever since I was a kid.” Not surprisingly, as a freshman at Temple University, he looked to gain experience in a law firm. Charlie joined BBS in May of 1988 with a position in the mailroom: “I sorted mail, copied files, did hand-deliveries and made court runs to City Hall and District Court.”

Upon graduation in 1992, Charlie accepted a paralegal position with BBS. Over the next few years he married and welcomed his first daughter in 1996. Charlie recalls, “During this time, I really wanted to apply to law school, but felt that I needed to be home at night and needed to work to support my family.” It was his peers at BBS and his loving wife, Tara who continued to encourage him to realize his dream: “While working at the firm, there were many people who inspired me to be a lawyer. I had so many conversations with BBS lawyers who always told me that I could be a good lawyer. Their work ethic and professionalism was definitely an influence on the way that I practice today. I remember sitting in [managing attorney] Louis Bricklin’s office on many occasions ... [he] would question me and play devil's advocate. I learned from Louis that there is no easy answer to any question. You’ve got to look at things from every angle.” In addition, Charlie feels especially thankful for his wife, Tara: “She knew that I needed to pursue my dream and that I would not be truly happy at work until I did so. Without her support, I would not be where I am today.”

So, in 1998, tens years after joining the firm, Charlie applied to law school. He will never forget the day, two weeks later, when he came home from work and was greeted by his loving wife with an acceptance letter from Widener Law School’s evening division. What followed was four years of hard work, juggling school and family while working full time for the firm as a law clerk. Charlie feels that his experience with the firm gave him a tremendous advantage in law school. He graduated with Honors in 2002 and has been practicing with the firm ever since passing the bar.



When asked how he feels about the firm today, Charlie avers, “BBS gave me the opportunity to go from a young Philadelphia kid to a member of one of the most respected law firms in the state. The window of opportunity here was always wide open. It did not matter that I was just a 19 year old guy who delivered everyone's mail. When I wanted to advance in the firm, I was given every opportunity that would have been available to someone that never had to work their way from the ground up. I don't believe that there are many other law firms where a mailroom worker could some day become a member.”

If you would like more information about the firm or to schedule an interview, please contact Communications Specialist Lesa DeCarlo at 215.561.4300 ([decarlo@bbs-law.com](mailto:decarlo@bbs-law.com)).