

Apple In-House Attorney Gets Another Bite at Her Old Firm

Jillian Raines left her role at Apple Inc. earlier this year and took a job as a partner at Cohen Ziffer Frenchman & McKenna. She is another in-house attorney from major corporations such as Facebook, Honeywell International Inc. and Goldman Sachs who have left the in-house world to return to private practice.

By Dan Clark

Following in the footsteps of many in-house attorneys in 2021, Jillian Raines, a former in-house attorney at Apple Inc., has moved to a law firm. She is now a partner at Cohen Ziffer Frenchman & McKenna in New York hoping to leverage her in-house experience for her clients.

Raines, who began working at the firm earlier this month, said the decision to go back to private practice flowed, in part, from the team at Cohen Ziffer. She worked with the firm's founding partners early in her career.

"It's a little bit of a homecoming. I just missed that collaborative team," Raines said.

However, a large part of leaving the legal department for



Courtesy photo

Jillian Raines, partner at Cohen Ziffer Frenchman & McKenna.

Raines was a desire to return to the kind of work that can only be found at a law firm. She said she missed the "hard-lawyering skills" that are a part of private practice.

"I get into the weeds on things, and [can pay] deep attention to detail in ways that

make me really effective as a litigator. Those are skill sets that are not as functional in-house," Raines said.

In-house at Apple, Raines would give day-to-day advice concerning 30 to 40 issues a day. In-house, she advised a variety of internal stakeholders

on coverage and risk, and worked with teams in the global contract and insurance portfolio for the company.

“The opportunity to leverage what I’ve used, across different clients, particularly in the state of affairs where COVID has really hamstrung a ton of businesses, and the civil unrest claims that are happening around the nation—it feels like an opportunity to provide more value for a greater number of clients,” Raines said.

She also said she hopes to leverage how Apple found ways to stay connected with its employees in the thick of the pandemic.

“I think that is a super valuable lesson learned from Apple. There are ways to have loosely scheduled check-in opportunities with clients and colleagues without developing too much Zoom fatigue,” she said.

Raines’ move follows a pattern of attorneys leaving corporate legal departments and

returning to private practice. In 2021 alone, attorneys from Goldman Sachs, Honeywell International Inc., Amazon and Facebook Inc. have left their legal departments for law firms.

Raines said learning how the business operates played a big part in her decision to go in-house in 2018. She hopes to leverage her experience working on insurance matters for Apple to provide better service for clients at Cohen Ziffer.

“I learned the ins and outs of coverage in a way that will make me far more efficient in advising a number of clients,” Raines said. “One of the most valuable things I learned was the relationship side of things.”

A company’s relationship with its insurer is very important, she explained. Being able to balance the company’s protection in the event of a crisis, while making sure the company can access a benefit during a crisis, is a relationship that needs to be fostered, she said.

“I hope to better understand my clients’ needs in negotiations in settlements with insurers, and understand the battles they need to fight,” Raines said.

“As an external adviser, you get a fixed-fact pattern or parameters of a specific dispute. It is sometimes challenging to be able to understand where that fits in with the scope and operation of the business,” Raines said. “Particularly as it related to the business of insurance.”

Raines said she now has a more reasoned sense of the business considerations that go into coverage litigation and the decision to use and manage risk through insurance. Further, she said she’s developed a more in-depth understanding of what different kinds of corporate insurance policies are designed to do, and how they can be used.

Dan Clark covers cyber security, legal operations and intellectual property for Corporate Counsel. Follow him on Twitter @Danclarkalm.