

Ex-Apple Insurance Atty Joins Cohen Ziffer As Partner In NY

By **Adrian Cruz**

Law360 (March 15, 2021, 4:11 PM EDT) -- New York-based insurance boutique Cohen Ziffer Frenchman & McKenna has added a former Apple corporate attorney as a partner, continuing a wave of expansion that included eight arrivals last month, the firm said.

Jillian Raines joined Cohen Ziffer on Thursday after spending the past three years working at Apple. Raines told Law360 Pulse Monday she chose to join the firm after having spent time at Kasowitz Benson Torres LLP working with Cohen Ziffer founding partners Robin Cohen and Adam Ziffer, and other Cohen Ziffer attorneys, who she said were an important part of her development as a lawyer.



Jillian Raines

"I started working with them right out of law school, and when they started their own thing, with Robin finally going off on her own, it was hard to say no to working with people who I learned to be a lawyer from," she said.

During her time at Apple, Raines worked a dual role, supporting the company's risk management team and advising its insurance program while also working on its AppleCare protection service from a regulatory perspective, experience she said gives her a different viewpoint than outside counsel.

"The business of insurance was something I was very intimately involved with in Apple, and after coming back to private practice, I feel like I got to see how the hypothetical sausage was made," she said. "I really understand insurance from a perspective that I previously didn't have just being an external adviser, which will bring a whole new set of perspectives I hope will be valuable for my clients."

While at Cohen Ziffer, Raines' practice will consist of litigation representing policyholders, including a number of Fortune 500 companies. Raines said she chose to return to private practice because she missed the experience of litigation, noting the many differences between her current and former roles.

"It's a very different world," she said. "In-house, you're dealing with very practical issues, and it's really interesting to support the business by solving those practices, seeing the fruits of your labor in ways like the launch of a new product. But the really complex problem-solving and storytelling of litigation that's collaborative with other lawyers is something that I really want to be able to apply my experience to."

Cohen Ziffer, which launched earlier this year with 12 attorneys, has continued to expand, bringing

partner Andrew Bourne on board last month, along with counsel Nicholas Maxwell and six new associates. Despite the firm's young age, Raines said a number of the attorneys have been working together for many years, giving it a very collaborative feel.

"Some of these people have worked together for over 20 years, and it's like a family," she said.

"Everybody has such a tremendous skill set, and it's a very welcoming and attractive environment. I'm not surprised we've been able to continue hiring, and I think it's great for the type of practice we are. We're a policyholder firm, and everybody wants to advocate for our clients in an environment where that's the focus of the firm."

--Editing by Gemma Horowitz.