



Andrew Lieb

## Relentless Litigators Embrace Technology and Education

Lieb at Law PC

“We are focused on minimizing risk, maximizing profitability, and aggressively litigating,” says Andrew Lieb, Managing Attorney of Lieb at Law PC.

Lieb at Law focuses on litigation and transactions in residential and commercial real estate and business in Long Island and New York City. Founded in 1977 by Andrew Lieb’s father, David Lieb, and uncle, Joseph Lieb, the firm also offers

from the courtroom. A secure, cloud-based case management system catalogs every thought and action on a client’s case. “This system enables the particulars of every client’s case to be shared between every member of the firm instead of being locked away

working as an army together, as opposed to an individual lawyer.”

### Educating Professionals

Lieb is also using technology to provide continuing education opportunities to real estate professionals throughout New York state. He began by teaching public seminars to help local residents avoid real estate scams during the Great Recession, but he soon decided a more effective approach would be to teach real estate agents so they could educate their clients.

Now, through Lieb School, his licensed continuing education real estate school, Lieb offers 23 courses, with more in the works, for thousands of students. Live classes are free and underwritten by banks, title companies, brokerage companies, and insurance companies. Paid, interactive video classes reach more students who can take courses online at their own pace, like when they have downtime during an open house.

Lieb’s third enterprise, Lieb Compliance, provides compliance training for companies on topics such as fair housing, discrimination law, and real estate license law.

Despite having a thriving law practice and two educational programs, Lieb’s proudest accomplishment is the talented staff he’s assembled. “It’s like having 50 lawyers here, rather than just seven. They’re so good,” he says. “You can juggle anything when you have that.”

“WE PROVIDE SOLUTIONS,  
NOT MORE PROBLEMS.”

legal services in related fields like brokerage, fair housing and discrimination, mortgage foreclosure, business and entrepreneurship, trusts and estates, personal injury, premises liability, and construction-related injuries.

“We are focused on minimizing risk, maximizing profitability, and aggressively litigating,” says Lieb. “We leverage informational imbalances to win cases.”

### Pursuing Technology

Since Andrew Lieb acquired the firm in 2009, he has harnessed progressive technology to provide his seven-lawyer team with the latest research and collaboration tools.

Lieb modernized the firm’s law library with a cloud-based legal research platform so attorneys can access the latest cases, even

in one attorney’s memory or private paper notes,” says Lieb.

It provides an efficient, collaborative approach to sharing information and ideas, Lieb adds: “Long gone are lengthy and costly status meetings to bring team members up to speed. Clients have a law firm

