

Greg Siskind
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Dear AILA Member:

My name is Greg Siskind and I am a candidate for your board of governors. I have been an active member of AILA for nearly two decades and have served on a variety of committees, written chapters and articles for numerous AILA publications and spoken at dozens of AILA conferences.

I have never before sought a position on the AILA board, but am interested now because the organization faces difficult challenges and I think I have the background to make important contributions. I know AILA is dealing with the same difficulties facing non-profits across the country, particularly bar organizations. The situation is presumably worse for AILA since we're faced with the double whammy of having members suffering as unemployment has risen and the demand for immigration labor has declined as well as going on nearly a decade since a major favorable immigration legislative package has made its way through Congress.

AILA's ability to thrive depends to a great extent on our organization's ability to retain members and generate additional revenues from the product offerings that make our organization one of the most respected bar associations in the country. While we cannot control the economy and, regrettably, our tireless advocacy efforts don't guarantee we can change the legislative reality (at least in the near term), we do have the ability to think shape our organization in a way that demonstrates to immigration lawyers that they need to continue investing in AILA as a vital practice management resource.

I believe I have a track record for creativity that will help the board come up with fresh ideas to help the organization market itself to our members. As the author of four books, hundreds of articles, and thousands of blog posts on immigration law and policy, I can make the case that I'm the type of person who follows through energetically when it comes to the projects I undertake.

How do I think I can help AILA make the case to members that they should stay in the organization and also spend their scarce resources on AILA products? I have a very strong reputation when it comes to law firm management issues – particularly in the areas of marketing and technology. AILA has taken some steps in the right direction in terms of offering help to members in this area (including hiring the excellent Reid Trautz). But the organization still has a long way to go in terms of convincing our average member that AILA is the best place to go to get help managing their immigration practice. My years as the chair of the ABA's Law Practice Management book publishing program, as a Fellow in the College of Law Practice Management, as the author of a bestselling book on law practice management as well as my personal background marketing my law practice, give me the experience to help AILA expand its brand beyond being great for helping members master immigration law and stay on top of developments to also being known as the best resource available for running a successful law practice. That combination would present members and prospective members with an outstanding value proposition likely to result in more membership dues and purchase dollars.

AILA has been tremendously vital to my practice over the years and I've been happy to help the organization in return. Now I'm ready to lend my assistance in another capacity and I hope you agree that I would bring unique qualities to the Board of Governors. Thanks again for your consideration.

Regards,

Greg Siskind

Accomplishments of Greg Siskind

American Immigration Lawyers Association Activities

- Member since 1991
- Speaker at dozens of AILA meetings over the years including every annual meeting over the last ten years as well as a chapter meetings around the country, teleconferences and webinars and other AILA events
- Author of chapters in AILA books *Immigration Options for Physicians*, *Immigration Options for Nurses* and *Immigration Options for Religious Workers*
- Served on a variety of AILA committees including the Physician (chair), Media Advocacy and Media Watch committees
- Formerly authored the technology column for *Immigration Law Today*

Other Accomplishments

- Bachelors Degree (Magna Cum Laude) from Vanderbilt University at age 19 in 1986
- Graduate of the University of Chicago School of Law in 1990
- Attorney at Waller Lansden Dortch and Davis, Nashville 's largest law firm (1990-1994)
- Chairman, Tennessee Bar Association Immigration Section
- Founder of Siskind Susser, P.C. – Immigration Lawyers
- Creator of Visalaw.com in 1994, the first immigration law firm web site, first web site of a solo law firm in the world, first law firm web site in Southern US and selected as best law firm web site in US in 2006 by IMA
- Writer of Greg Siskind's Blog on Immigration Law and Policy, hosted by ILW.com
- Author of four books
 - *Medical Waste Handbook* - published by West Publishing
 - *The Lawyers Guide to Marketing on the Internet* - bestselling ABA book now in its third edition
 - *J-1 Visa Guidebook* – published by LexisNexis' now in its thirteenth year of publication
 - *The Employer's Immigration Compliance Desk Reference*- jointly published by the Society for Human Resource Management and ILW.com
- Testified in front of House Immigration Subcommittee (November 8, 2007)
- First and only immigration lawyer ever featured on the cover of the *ABA Journal*.
- Interviewed by more than 100 publications and media outlets including [USA Today](#), [The Wall Street Journal](#), [The New York Times](#), [Time](#), [NPR's All Things Considered](#), [National Law Journal](#), [Forbes](#), [Modern Healthcare](#)
- Ranked in Top 25 immigration lawyers in US by *Chambers and Partners*

- Selected to *Business Tennessee Magazine's Top 150 lawyers in Tennessee* every year since 2004
- AV rating from Martindale Hubbell
- Fellow, College of Law Practice Management
- Chairman, FMG Taskforce, the national physician immigration lawyers coalition
- Co-founder of Visalaw International, the first global alliance of immigration lawyers
- Nominated for *Memphis Business Journal's* Health Care Heroes award for role in creating Delta Regional Authority's J-1 physician waiver program
- Co-drafter of 2004 physician immigration legislation signed by President Bush
- *Memphis Business Journal* finalist for Small Business Executive of the Year
- Named for multiple years to Best Lawyers in America, Superlawyers, and Who's Who in Corporate Immigration Law