New Partner Spotlight: Eimi Figlio

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For Eimi Figlio, practicing law has always been about people. Whether helping individuals plan for the future or guiding families through the complexities of estate administration, she finds fulfillment in listening, understanding each client's needs, and helping them find a path forward. As we recognize her recent promotion to partner, we asked Eimi to share what motivates her work, what she wishes more people understood about estate planning, and why helping clients feel informed and supported is at the heart of her practice.

What drew you to law in the first place, and is that still what drives you today?

Working with people. I was drawn to sitting across from someone with an issue or problem and helping them find a way through it. What I do every day is work with people, listen to what's worrying them, and come up with solutions that actually fit their lives. That's still the best part of the job, and it's still what motivates me today.

Describe your practice in plain language, as if you're explaining it to someone at a dinner party who has no idea what lawyers actually do.

I help people plan for what happens to their money, their home, and their family after they're gone. I help their families handle everything when that day comes. In plain terms: I write wills and trusts, I help people decide who makes decisions for them if they can't, and I try to make sure their wishes are clear as possible to avoid any confusion or disputes when they are no longer around to speak for themselves. When someone passes away, I walk the family through the whole process — the paperwork, the accounts, the taxes, dividing things up — so they can focus on grieving instead of getting buried in administrative tasks.

What do you wish more people understood about your area of law?

That it isn't just for the wealthy, and it isn't just about money. A lot of people assume estate planning is only relevant if you have a large fortune. In reality, it's about control and peace of mind. It's about deciding who raises your kids, who speaks for you if you're sick, how a family business passes to the next generation, and how to spare your family confusion and conflict later. Good planning is really an act of care for the people you leave behind. When it's done well, no one ever notices; when it's skipped, families feel it for years.

Estate planning is something a lot of people put off. What do you tell someone who keeps saying they'll get to it eventually?

No one is excited to think about their own mortality. I gently remind people that estate planning isn't really about you; it's a gift to the people you love. If something happens and you haven't planned, the intestacy laws how things get handled, and your family is left guessing at what you would have wanted during the hardest moment of their lives. The truth is it's far easier and less expensive to do this now than to leave your family to sort out the pieces later. And it doesn't have to be overwhelming — we can start simple and build from there. The hardest part is just starting.

This work touches people at some of the most emotional moments of their lives. How do you approach those conversations?

With patience, and by listening first. Every person who sits down with me has a unique story, and I never rush it. Whether we're planning ahead or a family has just lost someone, my job is to make people feel heard and to take the pressure off — to explain things clearly, in plain English, so they actually understand their options and feel confident in their decisions. I try to be a steady, compassionate presence during what is often a very hard time, and to handle the details thoroughly so my clients don't have to carry them. At the end of the day, people don't just want a set of documents — they want to feel taken care of.

Related People



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