

A FOUNDATION OF TRUST

Guzman Law Group attorney Edward Powell invests time guiding clients through crucial decisions and planning well for a successful future.

WRITTEN BY LAURA L. WATTS | PHOTOGRAPHED BY MARISA GUZMÁN-ALOIA

Building a solid relationship with clients is one of the top priorities for the attorneys of Guzman Law Group. They have worked as trusted advisors in this community for decades, giving clients much-valued consistency and confidence that their legal matters are handled with the utmost care and expertise.

Edward Powell, a corporate, securities and finance attorney with Guzman Law Group, appreciates his relationships with clients—focusing on their needs and offering straightforward, expert advice based on his 25+ years of legal experience. He believes a good lawyer should spend time listening to clients and understanding not only their business goals but also their personal goals.

“By listening closely, I can help clients find a solution they may not have previously considered, which ultimately achieves their goals even in times of great economic uncertainty,” he says. “At Guzman Law Group, we ensure that clients understand each step, that they have the opportunity to make the most informed decisions, and that there are no surprises.”

Ed earned his law degree at UC Berkeley after earning his bachelor’s degree at the University of North Carolina, Chapel Hill. He joined Guzman Law Group in 2013 and supervises the firm’s business group, representing companies at all stages of development and need.

“Our clients receive more dedicated

“CLIENTS CAN TRUST US TO HANDLE THEIR MOST IMPORTANT MATTERS THROUGH THEIR MOST IMPORTANT TRANSITIONS.”

attention than large firms can offer and with less attorney turnover than those firms experience,” says Ed. “Our longevity ensures our client relationships develop over years and that the lawyers who service the client and know their business will continue to be at the firm to help when called upon.”

Guzman Law Group’s business department caters to a range of business issues including small-market to mid-market mergers and acquisitions, succession planning, partner admissions and buy-outs, securities offerings, fund formation and portfolio investments, real estate finance, incentive plans, and loan and financing agreements. The firm’s roster of business clientele encompasses entrepreneurs and start-ups to mid-level, closely held companies—many of which are successful South Bay businesses.

“One of the most satisfying things that I help my clients achieve is to develop and sell their businesses to sophisticated buyers in ways that minimize risk and preserve their family wealth,” Ed says.

Part of the firm’s vision is to facilitate

dynamic relationships with their clients. Firm founder and principal attorney, Denise M. Guzman, fosters this by encouraging the team to develop long-standing relationships with clients, ensuring that customer service is always paramount. A testament to this and their first-rate work is the numerous referrals that come from existing clients.

When asked about Ed, Denise shares, “He is a very knowledgeable, responsive and detailed attorney. He takes time with each client to explain the issues at hand and delve into all of the client’s options in any transaction.”

“At the end of the day we provide excellent service for our clients,” Ed says. “Clients can trust us to handle their most important matters through their most important transitions, and we do so on par with the finest law firms in the country.”

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