

Longtime Rosenberg Martin leader to step down

Posted: 7:00 pm Sun, November 15, 2009

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After 22 years at the helm of Rosenberg Martin Greenberg LLP, Benjamin Rosenberg is stepping aside as managing partner.

Barry C. Greenberg, another founding partner of the firm, will take over as managing partner Jan. 1. Rosenberg will become chairman.

The two men portrayed the switch as a transfer of power from one generation to another in order to keep the firm's successful business model going.

"To sustain that, I think it's important to, quite frankly, get past Ben," Greenberg said.

Rosenberg is 65 and Greenberg is 52. Greenberg has been involved in every aspect of firm management for years, Rosenberg said.

Rosenberg said he has no plans to retire from the practice of law and wouldn't know what to do with his time if he did. But, he said, it feels like the right time to get out of the business of handling the firm's day-to-day operations.

"I'd much rather err on the side of leaving early than staying too long," he said.

Rosenberg's practice focuses on business and appellate litigation. Greenberg practices real estate law.

The firm has grown from four lawyers when it was founded in 1987 — as Rosenberg, Proutt, Funk & Greenberg — to 40 today. The firm is about to take over more office space in its building at 25 S. Charles St., Baltimore.

As is, "We are packed," Rosenberg said. "We're like a can of tuna fish."

Rosenberg said that when the firm was founded, the idea was to shake enough work loose from the larger firms in town. Now that the firm is larger itself, the hard part is continuing to collect the work that big firms cannot do economically, which entails keeping rates comparatively low.

"The challenge for Barry is to keep the apples falling from the tree without becoming the tree," Rosenberg said.

