

Albany Law Firm Expands Into WNY

An Albany law firm looking to expand into Western New York is also looking for attorneys.

Tully Rinckey PLLC has mailed thousands of letters to practicing attorneys in the Seventh and Eighth judicial districts in anticipation of opening branch offices in the Rochester and Buffalo areas early next year, according to the company. The recruiting approach may seem unusual, but is nothing new for the firm.

"We've used it for years and it's been very successful," said Managing Partner Greg T. Rinckey. "It's been very successful out in Syracuse. "

The firm opened a Syracuse office just before Labor Day. It also has offices in Albany, Washington, D.C., and Arlington, Va.

Rinckey said the mailings are a way of letting attorneys know the firm is coming to their area and that opportunities are available. He said it also lets firms know they are willing to work with them in developing mutually beneficial referral relationships.

The firm sent 3,686 letters to Seventh Judicial District attorneys in Monroe, Livingston, Ontario, Seneca, Wayne and Yates counties, and 5,469 in the Eighth Judicial District to attorneys in Erie, Cattaraugus, Chautauqua, Genesee, Niagara, Orleans and Wyoming counties.

Opportunities run the gamut from attorney to paralegal to secretary. Rinckey said the Rochester office will initially have two to three attorneys as a launching pad for a larger operation. The firm is particularly looking for attorneys with portable business.

Rinckey said they are also talking to solo practitioners who are exploring options to transition into retirement.

"A lot of people build a very nice firm and they don't want to see it just go away when they retire or move away," he said. "We'll be able to serve their clients. A lot of people are worried about that. We can assure them that we're going to take very good care of their clients. "

The firm has been considering expanding into Western New York for some time.

It conducted its own analysis and is encouraged by the Brookings Institute's repeated high ranking of Rochester as one of the nation's strongest performing metropolitan areas.

Rinckey said exact locations have not been determined, but they will likely be towards the suburbs. In Rochester, they are looking in the Pittsford area and expect to have a Buffalo-area site selected soon.

The focus initially will be on criminal matters and family law, with additional practice areas added later. Other Tully Rinckey practice areas include estate planning, employment law, real estate law, commercial litigation, bankruptcy and person injury.

Rinckey said the firm is also known nationally for handling federal employment, military

matters and national security, a few of its niche practice areas. He joined the firm in 2004 after serving as an attorney in the U.S. Army Judge Advocate General's Corps. Founding partner Mathew B. Tully, a lieutenant colonel in the New York Army National Guard, is currently serving in Afghanistan.

Supporting the firm, allowing attorneys to focus on practicing law and maximize their revenue, is a large in-house marketing client relations team, based in the Albany office. Rinckey said large firms, particularly in New York City, have back office support to handle their billing, marketing and administration, but that it is pretty rare in upstate areas.

The firm also prides itself in competitive pricing and the quality of its services, including customer service. Rinckey said when people call a law firm, they have a problem and want to speak to someone right away. He said they will be able to when they call his firm, noting that calls are answered within three rings.

"We're known as a very aggressive firm," he said. "Clients know when they retain us, they're going to get aggressive representation. Our attorneys are able to focus on their clients. They're not doing the billing. They're not doing the marketing. All of that is done in our back office. "

;“A truly client oriented and outstanding organization.”

I highly recommend Anthony J. Kuhn and the Attorneys at Tully Rinckey for any military legal . I am extremely happy with the results since I got the best possible outcome out of my case. You can expect to be treated with great attention, care and respect. Anthony was my lawyer during my case and contacted me regularly and answered all my questions. This is the type of care and attention my case received through out the process. I was extremely excited when Anthony secured me a complete victory out of my case. To also give you the back ground on my case, I was recommended to be administratively separated under article 14-12c. The case turned out to be very complicated and frustrating. I am very grateful to have found this law firm to help me with my case. All of my calls, inquiries were returned competently and very quickly. I was always kept in the knowing of even if there hadn't been any new updates. It truly felt and is a law firm that puts the customer's satisfaction as his top priority. A truly client oriented and outstanding organization. Thanks for a magnificent job! D.R. on on Attorney Anthony Kuhn, Esq.

Prior results do not guarantee similar outcomes.

;“He took on this case with vigor and ZERO FEAR of the government!”

"LITERALLY THE BEST MONEY I EVER SPENT!!!! The USAF charged my son with Article 92, Violate General Order and Article 128, Simple Assault. I spoke to many attorneys who said to me, "Your son will be convicted of the Simple Assault because putting lotion on someone's face is considered an assault as it is an unwanted touch." They all wanted me to work on a plea deal with the government that ended with my son being discharged, spending time in the brig and having a federal conviction for the rest of his life. Knowing that this just didn't warrant a federal conviction, bad conduct discharge and time in the brig, I was on a search to find an attorney who would look at this case for what it was: a couple of 19-21 year-old immature young men horse playing. I was looking for someone who would say something different; someone who would be able to look at the case from more than one view. When I spoke to Mr. Rinckey, I thought I was going to get the same ole speech, but to my surprise, I IMMEDIATELY felt at ease and I knew right then that he was going to be my attorney (not sure if he knew it at this time). He took on this case with vigor and ZERO FEAR of the government! He wanted them to know that this was NOT going to go away with any plea deal! And he went to work! Then, LITERALLY 2 DAYS BEFORE trail the government added an additional charge, which was Article 134, Unlawful Entry. Mr. Rinckey stayed focused, developed a plan, and off to trail we went. He was so prepared, calm and at ease. I remember him saying to me, "I am ready to try this case." And yesterday - 14 APR 2016 - my son was found NOT GUILTY on ALL CHARGES AND SPECIFICATIONS!!! Yesss!!! You know, it's always hard to find money for an attorney, but I learned one thing with this case. Although I thought we couldn't afford an attorney, the truth of the matter was that we couldn't afford NOT TO HAVE an attorney. I only wish I had found Mr. Rinckey sooner, but that's okay. I have found my ATTORNEY for life," Y.W. on Founding Partner on Greg Rinckey, Esq.

Prior results do not guarantee similar outcomes.

He attacked my matter with the determination, attentiveness and professionalism that I would expect;

"Attorney Anthony Kuhn was able to negotiate the dismissal of involuntary administrative separation proceedings against me and arrange for me to voluntarily retire. After a second GOMOR was permanently filed in my personnel file, the Army informed me that I was facing involuntary separation. After missing my window to rebut the proceedings, I called Anthony Kuhn for assistance and he assured me that he would do everything in his power to negotiate a dismissal and voluntary retirement. He attacked my matter with the determination, attentiveness and professionalism that I would expect from a seasoned attorney and fellow combative Veteran. He made it clear from the start that he was personally vested in my matter. As a Sergeant Major and former client, I enthusiastically and unequivocally recommend Attorney and Veteran Anthony Kuhn to any fellow service member or Veteran with a pending Military Law matter," P.W. on Attorney Anthony Kuhn

. Prior results do not guarantee similar outcomes.