

THE NEXT GENERATION

Meeting young entrepreneurs...

Name of Company:	Yves J. Robichaud C.P. Inc.
Date Established:	July 2006
Owner:	Yves Robichaud
Age of Owner:	27 years old
Location of Business:	9406 Main Street, Richibucto
Products or Services:	Barrister & Solicitor
Number of Employees:	1

How did the idea of starting your own business first come to you?

The idea of becoming a lawyer and having my own practice goes back to when I was in high school. While I was attending M.-F.-R., in Saint-Louis-de-Kent, I took part in a provincial simulated court hearing contest. The challenge was to participate in a court hearing, by defending a fictitious case. Our team made it to the provincial finals and that's when I got the bug... and realized that I wanted this to be my career.

What kind of training have you had?

The journey to becoming a lawyer is not a simple one. It demands about eight years of University studies. To register for a law degree, you must have a first degree, so, in 2002, I went for a degree in Social Work and then in 2005, I went for a degree in Law. It was then mandatory that I do a one-year practical training. I did my training with a law firm in Hampton, where I got the opportunity to work in English. In June of 2006, after completing my training, I was officially called to the New Brunswick Bar Association.

What services do you offer?

I have a general practice and I offer a bilingual service, of course! I can be involved in the purchase or sale of a house and mortgages. I can also write wills, proxies and powers of attorney. I also practice family law as well as criminal law. In the case of family law, it might involve a divorce, a separation contract, custody and/or alimony for children and/or a partner. At the criminal level, I was able to acquire experience in court via the New Brunswick Legal Aid Commission. I also practice corporate law, meaning that I can incorporate a business. Litigation files such as accidents/insurance are also part of the services that I offer.

Where are you from, originally? Richibucto.

Are you involved in any other community projects?

I do volunteer work for the Kent Centre for prevention of family violence. In 2001, I was a member of the Alternatives Measures Committee, whose role was to find alternative sentences for young offenders dealing with a first infraction. I am still involved with the Centre and I am part of an Issue Table whose mission it is to sensitize the population to family violence. And, as of next January, I will also have the opportunity to share my

knowledge with students from the Université de Moncton, by teaching a class on Law and Social Work.

As a young entrepreneur, what are the greatest challenges you have had to face?

The first months are always difficult. The greatest challenge is to set up and get known. I offer a new service in the area and there is a need for more people to know about it. Establishing a clientele as well as building a network of contacts is a priority, but it is done gradually. A good advertising campaign can accelerate the building a client base and it is vital from the beginning.

What makes you stand out from your competition?

I am a new lawyer, born in the region, with a knowledge base that is current and services that I offer at a competitive rate. I stand out by my experience in court and my interpersonal relation abilities, developed during my training in social work. Certain areas that I practice in, such as family law and criminal law, require more specialized services and certain cases require the lawyer's presence in court, during the hearing. Very few lawyers in the Kent Region work in court, but I find great passion and interest for this kind of work. The fact that my office is in Richibucto is an advantage for the population, since this city is central in relation to the greater region of Kent County.

What would you say is the key to the success of your business?

In my field of work, it is important to stay informed and up-to-date as far as possible changes to provincial and federal laws. Therefore, I follow training sessions that allow me to offer my clients services that are superior in quality. This, to me, is very important. Since I accepted different offers since I have been called to the Bar, I believe that the experience I acquire simply adds to my professional expertise. In order to be closer still to the realities of my community, as well as to broaden my network of contacts, community involvement is and will continue to be part of my priorities.

Business Hours:

Monday to Friday – 8:30 a.m. to 5:00 p.m.

To reach me, call: **523-4442 ou 524-8984**