

Cross-Trained Lawyer Glenn D. Denton '95

Glenn Denton is not a “punch a time clock and check out at 5:00” type of worker. He is the “always connected, multi-hat-wearing, mentor, boss, board member, need-to-know-a-little-something-about-everything” type of worker. Having more than a dozen trials to verdict under his belt, he is a business lawyer, litigator, counselor, and advocate.

Denton is a partner at Denton & Keuler LLP, a 15-member law firm in Paducah, Kentucky. He attributes his ability to manage a broad practice to organization, prioritization, and collaboration – skills he began developing while in law school. Add to that the ability to embrace emerging technology, and you have a recipe for success.

“The workload I encountered at Chase taught me how to multi-task, something I do every day as a lawyer,” Denton noted. Learning to organize and prioritize a high volume of work in a limited time is something all law students must address. Denton did it by figuring out the best way to complete the reading assignments, understand the concepts, and collaborate with others. “This formula gave me a leg up in my practice,” he stated. “And never underestimate the importance of a law student debate over beers at Applebee’s,” he added.

Denton also understands the importance of collaboration and building lasting relationships. “At our firm, we work best when we work as a team,” said Denton. “And my classmates, my collaborators back then, are still my friends today,” he said. “It’s nice to be able to call one

with a question, or to refer business,” he added. Although there are times when lawyers encounter difficult people and have to manage a variety of personalities, ultimately “we are in the business of providing legal advice and services to people, so you’d better have good people skills.”

Denton notes how client communication has shifted from the days of letters and faxes to e-mails and texts. “Today’s legal landscape is based on almost-immediate communication,” he said. “I have witnessed a remarkable transition in the legal industry over the last 19 years. Today, I have clients who prefer to communicate only via text, and I challenge anyone to try to submit a paper filing in federal court. You have to be willing to adapt to changing technology, or your business will not be successful.”

When asked about the most rewarding and the most challenging aspect of his practice, Denton points to the same thing: human nature. “Working collaboratively to achieve a successful conclusion is a wonderful experience,” he said. “On the other hand, if you deal with disagreeable and combative people, it slows down the process and it’s frustrating,” said Denton. “It is indeed a very small world,” he added. “If you cannot find a way to get along with someone, you can bet that person will one day be a judge you face in court. It’s important to invest in building strong and positive relationships in all you do,” said Denton. ■

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