

BREAKING THE MOLD

Cochran Law Group is a local leader providing custom solutions for clients in the estate planning area.

When Debby Cochran founded the firm in 2004, she was determined to provide big-firm capabilities in a boutique setting. The firm has stayed true to that goal, providing efficient and personalized estate planning services across the Washington metropolitan area.

Debby understands firsthand the value of cultivating a client-focused feel. “It’s not cookie-cutter with us,” she says. “Every estate plan is tailored for each client. We listen and focus on our clients’ expressed goals and priorities, allowing us to customize the right plan.”

“We prioritize efficiency, which enables us to keep our rates very competitive,” continues Debby. “When we first started the firm, our motto was ‘be effective and efficient’—it’s always been the way we work.”

Collaboration Is Key

Debby has curated a group of big-firm alums dedicated to helping clients protect both their families and futures. “All of our work is through referrals, and we continually try to make the whole planning process as easy, understandable, and comfortable for clients as possible,” she says. The firm represents clients across Virginia, Maryland, and Washington, D.C., but also extends its reach to maintain relationships when clients move outside of the D.C. area. “We want to continue to work with our great clients because of our close relationships,” Debby says.

Debby’s business partner, Steven Sigsbury, has been with the firm for nearly a decade and joins Debby in forging creative solutions to the most challenging trust and estate situations. Steven has spent years further increasing the firm’s efficiency and ability to deftly craft documents for the firm’s clients.



Deborah Cochran, Founder, Attorney, and Steven Sigsbury, Attorney.

Attorney Aen Webster first partnered with Debby nearly 35 years ago and has rejoined Debby at CLG. “Aen is an invaluable resource for us, having served as an editor of the premier tax journal in the industry, and she’s also the smartest and most knowledgeable person I’ve ever met,” adds Debby.

Attorney Sonal Desai started her career in investment banking and corporate law before joining CLG. “Sonal’s experience at the intersection of law and finance truly benefits clients,” says Steven.

Of course, behind every great attorney is a stellar staff, and Cochran Law Group is no exception. Debby is joined by estate planning paralegals, Courtney Kelly and Kathryn Ferguson, who have worked with Debby for 25 and 20 years, respectively. “They are knowledgeable, talented, and dedicated,” says Debby. Eileen Burkett

serves as the firm’s CFO, and paralegals Tami Dobishinsky and Lupe Shartel provide invaluable assistance with estate and trust administration. Bonnie Widing, Alicia Ruiz, Selina Shartel, and Nathan Smith support everyone in the firm and help ensure things run smoothly. “We’re ultimately more efficient because of our amazing team. Everyone in the office is compassionate and dedicated, which makes a difference for our clients.”

Cochran Law Group stays up to date on new legislation, which may have a significant impact on clients’ estate plans, and sends Client Alerts, keeping them informed of any relevant legislative changes. As Debby says, “Our firm continues to do what we have always done: help clients prepare for what’s to come with plans that align with their goals.”

