

40 under 40 continued

MARK KRESSEL, 38

Attorney, Horvitz & Levy

Valley attorney **Mark Kressel**, 38, was a Broadway musician and a web designer before becoming a lawyer.

"This (background) allows me to bring a broad, creative perspective to the law, which helps me work with clients to solve their legal problems," said Kressel of Encino-based **Horvitz & Levy**.

The **Yale University** and **Yale Law School** alumnus handles a variety of general litigation, appeals and patent infringement cases. He recently earned a victory for **Tessera Technologies**, when a federal court ruled that patents held by the company were valid and had been infringed by several competitors.

Kressel says one of the greatest lessons he's learned is to be persuasive.

"Whether in the courtroom of presenting a website design to a client, you need to communicate your ideas in a manner that speaks to the audience and shows how you can solve their problems," he said.

Kressel participates in the

legal community as a member of the Appellate Rules and Statutes Subcommittee of the Appellate Practice Committee for the **American Bar Association** and president-elect for the Barristers Section of the **Los Angeles County Bar Association**.

Firmly entrenched in his legal career, Kressel says not every career path is a direct one.

"Embrace every opportunity presented to you," he said. "Even if it may not appear on your direct path, the opportunity will enable you to gain experience and soak in knowledge that you can apply in other contexts."

LINDA LEE, 35

Senior Managing Director, Charles Dunn Co.

Linda Lee, 35, is responsible for leasing more than 750,000 square feet of office space as senior managing director of a team that heads up a **Charles Dunn Co.** real estate brokerage office in Glendale.

Lee was recognized as one of the company's top producers in 2010 and 2011, a distinction she earned several times in her



Kressel



Lee

nearly 10 years with Grubb & Ellis. In the last 20 months, Lee has completed 84 transactions valued at more than \$50 million.

According to Lee, the most satisfying part of her job is exceeding client expectations.

"If you do the right thing for your clients, almost always they will do the right thing for you," she said.

The **University of Southern California** graduate also is vice



Worth

president of the board of directors for the **Glendale Chamber of Commerce** and contributes articles for **Business Life Magazine** and other commercial real estate publications.

Lee says many qualities that keep her on top of her game often are missing in young professionals.

"Work hard, be on time, be present, be enthusiastic and stay consistent," she said. "Everything else will fall in place over time."

BARRI WORTH, 29

Federal Legislative Rep., Office of Mayor Villaraigosa

In the world of Los Angeles city politics, **Barri Worth** is a mouthpiece for the Valley.

Worth, 29, is the federal legislative representative in the

office of Mayor Antonio Villaraigosa.

"I'm a 'Valley girl,' born and raised," Worth said. "I understand the issues that are important to people who live in the Valley, and I identify with them. My personal knowledge of... this part of the city allows me the ability to serve as a voice for the Valley perspective."

Worth has held several positions in the mayor's office since 2008, and speaks openly with Angelenos about issues that affect them. "I've learned that people appreciate candor, even if they may not agree or if it's not what they want to hear," Worth said.

People in the Valley business community value her dedication. Worth rescued a project fellow '40 Under 40' honoree **Vahid Khorsand** was working on to provide a free clinic at the **Providence Tarzana Medical Center**. Khorsand said he faced opposition from administrators on the project, who said they would back the clinic project if the mayor supported the plan.

"That afternoon, I spoke with Barri, and by the next morning she had the mayor agree to support the project," Khorsand said. "Without her we

would likely not have been able to move the ball forward and treat the over 250 people who came to the clinic."

Worth says such efforts are all in a day's work.

"The most satisfying part of my job is being able to work on projects and initiatives that make a tangible difference in Angelenos' lives."

JEFF HARDY, 36

Founder/CEO, Floor 84 Productions

Jeff Hardy parlayed his artistic passion into the business world.

The 36-year-old entrepreneur started North Hollywood-based **Floor 84 Studio** in 2000 to monetize his painting and illustration skills. The company provides creative services such as branding, marketing, motion/broadcast graphics and website design and development.

"As an artist, I approach business and problem solving abstractly, utilizing various creative perspectives," Hardy said. "My artistic background is instrumental in defining our strategy and growth."

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