

# PERSON of Distinction

By Christopher Cussat

## Kathleen L. Vogel - Sain, Esq.

Sometimes success in business is the result of practicing fundamental ideals: hard work, integrity and taking care of your clients by giving them personal, honest attention. This month's Person of Distinction, Kathleen "Kathy" L. Vogel-Sain, Esq., has built an entire profession and her own law firm on these credos. At the young age of 35, Sain has already established an impressive list of professional achievements.

Sain's firm, Sain Law, L.L.C., specializes in business law and counseling, mergers, and real estate development. She also founded Sain Settlement Services, L.L.C., which provides quality commercial closing services and title insurance for property acquisitions. As a lawyer and a licensed title insurance agent, Sain can handle all of the legal, business, and closing needs of her clients.

Her early legal work led to this eventual specialization in corporate

and real estate law. "I really liked real estate law and you tend to gravitate toward what you enjoy doing." She explained her continued interest in this area, "I love pulling deals together, getting various people involved in the process and seeing something built."

While working at another law firm, Sain built a clientele that eventually enabled her to create her own law firm in Wexford. Said Sain about establishing her own firm, "I like the autonomy of choosing the direction of my business and I think it's very helpful [for my clients] that I started my own." By personally experiencing the entrepreneurial process, Sain feels she can truly empathize with her business clients and understand many of the common concerns that they face.

Sain is also dedicated to the economic growth and development of the North Hills. She is currently the President of the Northern Allegheny County



Chamber of Commerce, is active on the Economic and Route 8 Development Committees and is an Advisory Board Member of The Small Business Network for the North Hills and Butler Chapters. Sain said of her volunteer work, "I like feeling that I'm contributing to the community from both a business and a personal standpoint."

Sain's goals for the future are very realistic. "I simply want Sain Law to be known in the region for having integrity and honesty and to be the firm that people think of for real estate deals or business issues."

Sain's clients already know this. Marcia Rimer Wood, Vice-President and Commercial Lender at Fidelity Bank, has been a client for nearly four years. She described Sain as being, "very conscientious about doing what is right." Wood concluded, "I have much faith and trust in her guidance when it comes to protecting me and my bank...she does business the right way." ♦

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