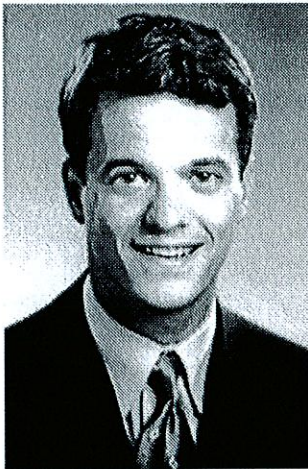

Crain's Detroit Business

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Forty of Metro Detroit's Best and Brightest Under the Age of 40



David Trott, 36
President/Managing Atty.
Trott & Trott
Bingham Farms

Biggest Achievement:

Overseeing the firm's growth without sacrificing the quality of service to clients.

Current Goal:

"Continue to have the firm succeed and grow, without sacrificing time with my family."

While David Trott's legal specialty is narrow, his firm's recent growth has been nothing short of explosive.

Over the past seven years, the firm started in 1976 by Trott's father has grown from 15 employees to 115 and increased its market share from 25 percent to 60 percent. Representing banks and other financial institutions in mortgage foreclosures and bankruptcy work, the firm now ranks among the five largest of its kind in the country, Trott said. And he expects it will grow by an additional 50 percent in the next two or three years.

While Trott & Trott benefited from a refinancing boom and increased real-estate finance transactions, its success also reflects a five-year plan Trott developed in 1990. The strategy combined technological upgrades and aggressive outreach with a strong client focus.

Client care is paramount, Trott said.

When you grow, the most common complaint against an attorney is that you can't get a hold of them," he said. "What we haven't sacrificed at all is the client service. If a client calls up with a problem, we take care of it.

And that's really what a lawyer needs to be."

Trott is also president of the 1,000-member Mortgage Bankers Association of Michigan, based in Troy. The group is involved in several charitable activities, as is Trott.

He organized this year's housing fair at the University of Detroit Mercy, which provided information on mortgage finance and home ownership to more than 3,000 low and moderate-income families. Trott also organized an annual charity for the coalition on Temporary Shelter.

Named 1993's Outstanding Mortgage Banker of the Year by the Mortgage Bankers Association of Michigan, Trott is a fellow of the American College of Mortgage Attorneys and has advised the U.S. Department of Housing and Urban Development and written a publication on mortgage-foreclosure law.

But Trott also is devoted to his three young children. He said he hasn't missed one of their soccer games, ballet recitals, parent-teacher conferences, father-child school activities or other important events, even though he often must travel on business.

—Amy Lane
