

PERSONAL & PRACTICE:

FaegreBDC Consultant Profiles

David Lyons

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OFFICE: Washington, D.C.



david.lyons@FaegreBD.com ▼ T: +1 202 312 7015

PERSONAL:

WHAT IS YOUR IDEA OF PERFECT HAPPINESS?

- ▶ Having a loving family as well as a rewarding and challenging career and financial stability.

WHICH LIVING PERSON DO YOU MOST ADMIRE?

- ▶ My wife, Susan — she came to the U.S. as a refugee from Vietnam at end of war and had nothing. She worked to put herself through school and became a highly successful consultant. She not only has a very high-profile career, she's also made a wonderful life for our family.

WHAT IS YOUR FAVORITE JOURNEY?

- ▶ A few years ago my wife and I took a great trip to Istanbul that included a cruise on the Black Sea.

WHO OR WHAT IS THE GREATEST LOVE OF YOUR LIFE?

- ▶ My wife, Susan. She has shared life's ups and downs, victories and disappointments—and through everything, it's been a great journey.

WHICH TALENT WOULD YOU MOST LIKE TO HAVE?

- ▶ I would like to improve upon my computer skills. I have been fortunate to have had great assistants who have helped navigate various programs for me. However, I would like to learn more about the programs myself.

IF YOU COULD CHANGE ONE THING ABOUT YOURSELF, WHAT WOULD IT BE?

- ▶ I would improve upon my persuasive communication skills—in the consulting business, you can't ever have strong enough skills in this area.

WHAT DO YOU CONSIDER YOUR GREATEST ACHIEVEMENT?

- ▶ There really isn't one single thing that stands out to me. I think overall, an achievement that I am proud of is the long and rewarding career I've been fortunate to have.

WHAT IS YOUR MOST TREASURED POSSESSION?

- ▶ An old pocket watch that's not worth anything but it came from my grandfather. It brings back many fond memories of growing up on a farm in Indiana with him.

WHAT DO YOU MOST VALUE IN YOUR FRIENDS?

- ▶ Honesty — if they see something they think I'm doing wrong, I would hope they would deem me to be a good enough friend to tell me.

WHAT IS THE NEXT BIG GOAL YOU'D LIKE TO TACKLE?

- ▶ I would like to build a very strong client base and have a prospering practice at FaegreBD Consulting.

PRACTICE:

WHAT MADE YOU WANT TO WORK IN FEDERAL AFFAIRS AND/OR CONSULTING?

- ▶ It was a natural progression from what I've done before in my career because I was an economist and there were things that stood out to me that I thought needed to be improved in Washington. I first worked for a U.S. senator, then USDA, then Louis Dreyfus and now FaegreBD Consulting.

IN WHAT AREA WOULD YOU LIKE TO LEARN MORE OR IMPROVE?

- ▶ My entire career I've worked on the production and commodities side of agriculture and have never had much to do with the food processing and productions side. I would love to have the opportunity to learn more about those types of issues within the industry.

WHAT DO YOU MOST ENJOY ABOUT WORKING AT FAEGREBD CONSULTING?

- ▶ I love the challenge of developing a strong client base, along with helping to develop and lead the firm's agriculture practice in D.C.

WHAT DO YOU FIND MOST CHALLENGING ABOUT YOUR AREA OF FOCUS?

- ▶ There's not one single thing I find most challenging, to me, anything new that you haven't worked on before is an inherent challenge and the learning curve is steep.

WHAT DO YOU FIND MOST REWARDING ABOUT YOUR AREA OF FOCUS?

- ▶ The opportunity to improve a situation for a client, especially when it's something that very few others could do. Over the years, I've been fortunate to have several of those opportunities.

HOW HAS YOUR PERSPECTIVE ON FEDERAL AFFAIRS CHANGED OVER THE YEARS?

- ▶ It has changed dramatically. When I first came to D.C. 36 years ago, there was much less partisanship, especially in agriculture. It was much more agriculture vs. everyone else, rather than Republican vs. Democrat. Agriculture it is still one of the least partisan areas in the government, but it has become much more partisan overall.

WHAT IS THE BIGGEST LESSON YOU'VE LEARNED?

- ▶ I've learned that one person can accomplish much more than he or she thinks, especially here in D.C. You can persuade many people and if it's something you truly believe in, people will follow you. You just have to believe in the goal and yourself.

IF YOU COULD CHANGE YOUR PROFESSION, WHAT WOULD YOU SWITCH TO AND WHY?

- ▶ I would go back to being a farmer of corn and soy beans in Indiana—that was something that I really enjoyed growing up.