

## In Memoriam: Alan G. Fleischer

Alan Fleischer, co-founder of Hirschler Fleischer, died Wednesday, August 17, 2016. He was 99.

After forging a partnership with Ed Hirschler 70 years ago, Mr. Fleischer led the law firm and its corporate practice for more than 20 years. Today Hirschler Fleischer has more than 75 attorneys serving clients throughout the U.S. from three offices in Richmond, Fredericksburg and Tysons, Va.

“Alan began his career as a trial lawyer,” said longtime partner and Chairman Emeritus Jay Weinberg. “His killer instinct pushed toward the jugular vein of the opposition’s case. He never underestimated his opponents’ skills and constantly pressed his associates to think of innovative, creative ways to present their cases. There were no routine matters in Alan’s workload. Every case was critical to the client, and, accordingly, to the firm,” Mr. Weinberg said.

Under Mr. Fleischer’s leadership, the firm grew its concentration on mergers and acquisitions, federal and state securities law, and commercial real estate transactions.

“Alan was a shark,” said Chairman Jim Theobald, who apprenticed under Mr. Fleischer in the 1980s. “He was a consummate businessman and financier with street smarts who regularly exceeded the goals of his clients. His no-nonsense practicality coupled with an incredible intellect served his clients very well.” Mr. Weinberg added, “Alan placed our law firm in the forefront of real estate syndication, tax-advantaged transactions, and equity placements. He never stopped thinking about the best way to structure a transaction, nor would he ever let an associate stop short of the desired goal. He turned law students into lawyers very quickly.”

Mr. Fleischer was born in New York City in 1917. He received an undergraduate degree in economics and history from New York University in 1937 and a law degree in 1939. After graduation, he worked briefly for a Wall Street firm until World War II interrupted his career. He joined the Navy, served as a communications officer in the Pacific on the USS *Saratoga* and USS *Bunker Hill* aircraft carriers and on the USS *Venango* attack cargo ship, and was discharged in 1945 as a lieutenant senior grade. He received the Asiatic-Pacific Campaign Medal with Eight Stars. After the war, he married Dina Stern of Richmond and moved there with her. In November 1945, Mr. Fleischer began practicing law in an unfamiliar city out of a postage-stamp office in the Central National Bank Building on Broad Street, where he met the future named partner of his firm.

Along the way, he and Mr. Hirschler founded two insurance companies — Fidelity Bankers Life Insurance Company and Security Industrial Loan Association — and a bank, Metropolitan National. “Alan was a savvy investor,” noted one former partner. “He was very knowledgeable about business and financial matters. That distinguished him from most other lawyers.”

Active in his adopted community of Richmond, he served on numerous local corporate and nonprofit boards, including that of the University of Richmond where he was also chairman of the Board of Associates, United Way, the Multiple Sclerosis Society, Fidelity Corporation, Helig Meyers and Norfolk State University, where he was Rector. For many years, he taught courses at the University of Richmond School of Law.

After more than 50 years of successful practice, he took ‘of counsel’ status and devoted himself to travel and tennis, activities he pursued vigorously well into his nineties.

He is survived by his three daughters, Sydney, Leslie and Tenley; eight grandchildren; six great grandchildren; and his wife, Dr. Dawn G. Mueller.