



Julious P. Smith, Jr.

Partner

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Mr. Smith is the chairman emeritus of Williams Mullen. He served as CEO of the firm from Feb. 1, 1984, through Jan. 31, 2010. Under Mr. Smith's leadership, Williams Mullen grew from 25 lawyers in Richmond, Virginia, to over 300 in 12 offices in Virginia, North Carolina, Washington, D.C. and London. Gross revenues increased from approximately \$4.5 million to \$150 million. During his tenure as CEO, Mr. Smith initiated six mergers with law firms ranging in size from 20 to 55 lawyers.

His practice includes representing and advising business clients on corporate and business matters, including succession planning and mergers and acquisitions. He has specific experience in closely-held businesses, insurance brokers, and family businesses. His merger and acquisition experience ranges from small family businesses to major transactions involving publicly-traded companies. Mr. Smith also consults with law firms on business-related issues.

A committed community leader, Mr. Smith is the chair of the Richmond Economic Development Authority (EDA). He is a former member of the board of directors of the Virginia Sports Hall of Fame, the Virginia Foundation for Independent Colleges, the State Council of Higher Education for Virginia (SCHEV) and Virginia Athletics Foundation. He is the chair of the board of managers of the University of Virginia Alumni Association.

Mr. Smith has received numerous awards for his leadership and dedication to community service. In 2014, he was named a Living Legacy by the Richmond Public Schools Education Foundation. He was awarded the Hill-Tucker Public Service Award by the Richmond Bar Association and the Patrick Henry Public Service Award from the Wilson Center for Leadership in the Public Interest at Hampden-Sydney College. He is a member of The Salvation Army Boys and Girls Club Hall of Fame and is a recipient of the Richmond Touchdown Club's Micheli Award for his outstanding contribution to Richmond youth. In 2010, he was recognized as a Leader in the Law by *Virginia Lawyers Weekly*. In recognition of his commitment to the community, he received the Cowan Award from the Multiple Sclerosis Society of Virginia and West Virginia.

Mr. Smith has been listed in *The Best Lawyers in America*® (1993-present). He has been listed in *Virginia Super Lawyers* (2006-2018), *Chambers USA* (2003-2010) and *Virginia Business*' "Legal Elite" (2008-2010). In addition, Martindale-Hubbell has ranked Mr. Smith an AV attorney, its highest rating available.

He is a past president of the Richmond Bar Association and a member of the American Bar Association, the Virginia Bar Association and the Virginia State Bar, where he is a member of the Taxation and Estate Planning and Law Firm Administration Sections. He is a fellow of the American College of Trust and Estate Counsel and the Virginia Law Foundation.

Mr. Smith joined Williams Mullen upon his 1968 graduation from the University of Virginia School of Law. He graduated from Hampden-Sydney College in 1965 and has served as a trustee of the institution and as vice chairman of its board of trustees.

Practice Areas

- Corporate
- Insurance
- Insurance Brokerage
- Business Succession Planning
- Insurance Brokerages
- Virginia Business & Corporate Law

Education

- University of Virginia School of Law (LL.B.), 1968
- Hampden-Sydney College (B.S.), 1965

Professional Affiliations

- American Bar Association
- Richmond Bar Association ? Past President
- Virginia Bar Association
- Virginia State Bar ? Taxation & Estate Planning Section, Law Firm Administration Section
- State Council of Higher Education ? Former Member of Board of Directors, Appointed by Gov. McDonnell (2010)
- Mutual Assurance Society of Virginia ? Former Chair of the Board of Directors
- Richmond Economic Development Authority (EDA) ? Board of Directors, Appointed by City Council (2011), Chair (2013)
- *Managing Partner* magazine ? Former Member of Global Editorial Advisory Board
- University of Virginia Alumni Board of Managers ? Chair (2018-2019)

Awards

- American College of Trust and Estate Counsel ? Fellow
- Virginia Law Foundation Fellow

- Society of International Business ? Fellow
- *The Best Lawyers in America*® ? Corporate Law, Trusts and Estates (1993-present)
- Listed in *Virginia Super Lawyers* magazine ? Business/Corporate (2006-2018)
- *Chambers USA* ? Corporate/M&A (2003-2010)
- *Virginia Business* magazine ? "Legal Elite" (2008-2010)
- *Marquis Who's Who*
- The Salvation Army Boys and Girls Club Hall of Fame
- Micheli Award for Outstanding Contribution to Richmond Youth ? Richmond Touchdown Club
- Patrick Henry Public Service Award ? Wilson Center for Leadership in the Public Interest at Hampden-Sydney College
- Richmond Bar Association ? Hill-Tucker Public Service Award
- *Virginia Lawyers Weekly* ? Leaders in the Law Award (2010)
- Virginia-West Virginia MS Society Frank Cowan Award for Contributions to the Community