

# BUFFALO BUSINESS FIRST

## Wesley Clark & Peshkin hires and hires as demand for divorce services grows

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A local law firm that specializes in divorce cases has nearly tripled in size since 2020.

Wesley Clark & Peshkin LLP has grown from five to 14 attorneys since the start of the pandemic. Managing partner and founder of the firm Kevin Clark said it's difficult to truly measure the growth of demand, since "demand for divorce is insatiable." But there was, he said, a shift in demand.

"People who hadn't really spent a lot of time with spouses were forced to be together and stay inside, and we saw a lot of divorces come out of that that were amicable," he said. "That lasted about six months, and then we saw more contested and fighting cases take prominence."

Divorce has its spikes throughout the year, Clark said, comparing the activity to cat ears: an increase in cases in late summer/early fall and again from January to March.

"All the people that started the divorce process in the summer want it to be over by the end of the year," he said. "Then, come the first week after the New Year through March, it's busy."

In 2020, there were about 630,505 divorces and annulments, recorded by the U.S. Centers for Disease Control and Prevention. The national divorce rate



**Kevin Clark, managing partner  
at Wesley Clark & Peshkin LLP**

has been decreasing over the last decade.

Still, the firm anticipates growing to 20 attorneys by mid-2023 and possibly 40 by 2024.

"We're focused on growth and becoming an institution for the communities we serve," he said. "When people consider divorce, we want to come first to mind."

Last year, the firm moved into the Main Place Tower in Buffalo and into an expanded office in Rochester. The firm's Syracuse office is also in an expansion project.

In the Rochester space, the firm put in a 35-person training space, since recruiting divorce attorneys has been a challenge.

"Historically, attorneys that practice divorce, very few came from law school with that intention," Clark said. "The industry has had to rely on people who have dabbled in it."

He's discovered that recruiting from the public sector is one of the firm's best options, as long as the attorneys coming in get the right training.

"Our best source of divorce attorneys are former district attorneys, because the skillset to be a good prosecutor is very identical to what it takes to be a good divorce attorney," Clark said.

Making the switch from public to private practice has several advantages, too.

"For those in the public sector, the amount of experience you get in the first three to five years is incredible; however, it's not the most lucrative of incomes," he said.

Clark was a violent felony trial attorney for more than six years before he decided to start his own firm. He did that nine years ago with partner Sarah Wesley.

"We wanted to be the big firm for the individual family," he said. "We're really playing out what our initial vision was."