

## AND HITEN R. GARDI



**HITEN R. GARDI**  
Attorney-at-law,  
Co-owner,  
Gardi & Haught, Ltd.

939 N. Plum Grove Road., Suite  
C, Schaumburg, IL 60173  
Number of employees: 38  
Year company started: 2003  
Industry: Legal  
Your Age: 38  
Web address: [www.gardilaw.com](http://www.gardilaw.com)

**Q:** How do you describe your business?

**A:** A law firm that can meet and satisfy the legal needs of every client.

**Q:** As a local business, what has been your company's biggest obstacle during the recession?

**A:** Maintaining existing clientele while their needs were increasing and their financial resources suffered. I believe in providing ultimate customer service, so I arranged to continue to represent these clients while making it feasible for them to afford it.

**Q:** What is one important tip you would give someone just starting a business today?

**A:** Be prepared for the unexpected, work hard and stay true to your dream.

**Q:** Who is your biggest/best customer?

**A:** The federal government, specifically, the Department of Housing and Urban Development.

**Q:** How has business been this past year?

**A:** The best year we've had. When the economy was starting to decline, and most businesses were closing their doors, I wanted to create a system where we could help those who are facing difficult times.

**Q:** Who has had the most influence in your life, why/how?

**A:** My grandfather. He is a retired attorney in

India, at the youthful age of 98, who retired at 49 and has devoted his life to charity and helping those less fortunate.

He is my idol and I hope one day that I can do half of what he has achieved in his lifetime.

**Q:** What is the key to your company's success?

**A:** Persistence. I believe everyone in my office feeds off of my energy and persistent demeanor, whether it's in the form of zealously representing a client or simply achieving what we have set out to achieve.

**Q:** What keeps you up at night?

**A:** Making sure every client is treated equally. I want every client to feel that they and their case is the most important case we have.

**Q:** If you could put your company name on any sports venue, which one would you choose?

**A:** Wrigley Field. Baseball has the most games and the Cubs draw a lot of fans, not to mention I'm a die-hard Cubs fan.

**Q:** What was your first paying job?

**A:** I worked at a retail clothing store at Randhurst Mall.

My main task was to fold clothes in the stockroom. It was actually quite difficult, but I enjoyed it very much and I knew that I had to start somewhere.

