

“Getting to Know” Series: Hinshaw Partner David Schultz Profiled by AccountsRecovery.net

In The News | 2 min read

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Hinshaw partner David Schultz was recently the subject of a “Getting to Know” profile published by *AccountsRecovery.net*.

“David Schultz was born to be a lawyer and even if given the chance to choose a different career, he can’t see himself wanting to do anything else. That likely explains his illustrious career representing companies in the accounts receivable management industry and why he has been lead counsel in defending more than 200 class action lawsuits.”

Here are some excerpts from David’s profile:

How did you get your start in the industry?

Early in my career I was representing lawyers and law firms. They started to get sued in claims under the FDCPA. I took a crash course on it and ended up representing a number of firms. That fairly quickly morphed into representing agencies, and the debt buyers, and related financial institutions. We now have a large Consumer Financial Services practice group.

What is one thing you do better than everyone else?

I’m sure I am not better than everyone at anything. However, I’m pretty organized and able to stay on top of things (which unfortunately often means long hours). I also pride myself on client service because that’s how you develop deep client relationships.

What do you like most about the accounts receivable industry?

The people. I look forward to seeing people at trade associations, hearing their stories, learning what they are doing. It is one of things COVID-19 has really messed with for me.

What is the best advice you’ve ever received?

Read the “If” poem by Kipling. It helps, especially when doing trials.

What is your guilty pleasure?

Pre-COVID, it was working from home once a week and going out for a nice lunch with my wife. That has changed with Covid, restaurant closures, etc. It now seems to be Swedish fish candy. Tastes good but no nutritional value.

What is one fact you'd like everyone in the industry to know about you

I'm younger than I look?

[Read the full profile on AccountsRecovery.net](#)

"Getting to Know David Schultz of Hinshaw & Culbertson" was published by *AccountsRecovery.net*, November 12, 2020.

Hinshaw & Culbertson LLP is a U.S.-based law firm with offices nationwide. The firm's national reputation spans the insurance industry, the financial services sector, professional services, and other highly regulated industries. Hinshaw provides holistic legal solutions—from litigation and dispute resolution, and business advisory and transactional services, to regulatory compliance—for clients of all sizes. Visit www.hinshawlaw.com for more information and follow @Hinshaw on LinkedIn and X.

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David M. Schultz

Partner

📞 312-704-3527

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