

Theater leader

All the working world is a stage for Jason Najjoun

EXECUTIVE PROFILE, 56



40
— UNDER —
40

OUR YOUNG POWER PLAYERS

Check out the impressive stats on this year's class of 40 Under 40 honorees

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JENNA VALLEJO

2X: What she did to Potomac Pediatrics revenue in six years

OMID SAFA

\$400 million: Award his client won in an insurance dispute he litigated

KWAME ONWUACHI

1: His national nod for James Beard's rising star chef of the year

ELIZABETH LINDSEY

\$27,000: Annual salary hike students got after her training program



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MONEY & TECH

1776's MoCo move

As it preps for a new D.C. home, the incubator network has struck a deal for space in North Bethesda. **ANDY MEDICI, 18**

ECONOMIC DEVELOPMENT

HQ2's neighbor

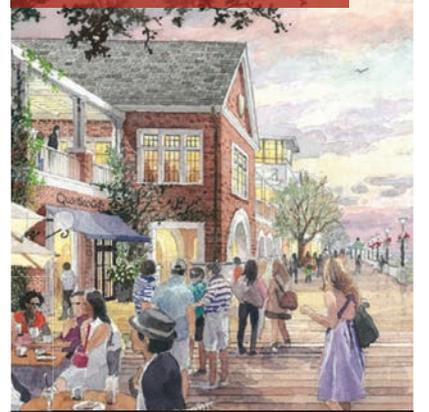
Amify plans to shift its Alexandria HQ to Crystal City, replacing Trustify in space a half-mile from Amazon. **JONATHAN CAPRIEL, 24**

INNERLOOP

Community voice

Meet the new Greater Washington Black Chamber of Commerce. **AMMON TEARE, 4**

ECONOMIC DEVELOPMENT



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40 UNDER 40

OMID SAFA

Partner, Blank Rome LLP

Rarely would one expect a litigator constantly handling multibillion-dollar corporate transactions to pride themselves on daily mindfulness. Yet, Omid Safa has partly accredited his success to it, noting that meditation and working out is an essential part of his morning routine before beginning his day at Blank Rome LLP. Safa describes himself as first and foremost a father of three who enjoys spending time outside — even if that's just a moment of reflection or short walk outside his house with the kids. His cognizance is vital, he said, when representing clients, from Fortune 500 companies to famous sporting teams. He has helped lead cyberinsurance initiatives in the 117-attorney law firm, assisting clients nationwide in securing nearly half a billion dollars in recoveries and judgments. Safa also works with the Whitman-Walker/Legal Aid Society Medicare Part D Clinic to aid low-income senior citizens and people with disabilities in navigating Medicare Part D enrollment and has served as a court-appointed guardian for two children pro bono.

► How are things changing in the cyber insurance industry?

What we're seeing is an increasing focus on managing risks. We have tech professionals on the front line to ensure businesses are not being harmed by data breaches, but there's only so much you can do. Yes, you could make your system completely secure, but you might make it impossible to do business.

► What has been your biggest challenge in your career field?

Continuing to be flexible and able to reinvent yourself over time. You have to keep the right perspective and keep yourself grounded. It's easy to lose sight of things when you are dealing with high-stakes matters like we do.

► What is one cyber insurance tip everyone should know?

Read the policy and if you don't understand what it says, get someone to help you. Sometimes when a client actually has an event arise and we go to look at the policy, they are surprised that the coverage isn't what they expected.



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► **Hidden talent:** Acrobatics. Backflips and handsprings, etc.

► **If you could have dinner with anyone, living or dead, who would it be?** Mark Twain and Alan Watts. I think they are two of the funniest people to ever live.

► **What is your favorite thing to do when you're not working?**

Spending time outside in the woods. Anything out in nature. If I don't have time, it really can be as simple as my backyard.

– Tate Mikkelsen

\$400M

Amount awarded to a multinational construction and fabrication company that Omid Safa represented in an asbestos insurance dispute

CLOSE UP

Title: Partner, Blank Rome LLP

Age: 38

Residence: Maryland

Education: Bachelor's in accounting, University of Maryland; J.D., College of William & Mary

Family: Wife and three children

First job: Martial arts instructor