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ATTORNEY AT LAW

Laura Ann Melia...

Upfront and Personable. Smart. Committed.
And Very Good At What She Does.

After graduating from Loyola College in Baltimore, Maryland, Laura received her law degree from the University of Baltimore School of Law. Throughout the next 15 years, she developed comprehensive knowledge and experience in business law, estate planning, and real estate transactions. She is an expert negotiator with an impressive track record of successful settlements and contract negotiations. Laura's clients benefit greatly from her superior research and legal brief writing skills, as well as her high standards of professionalism. She is fair, ethical, and honest in every aspect of her practice and highly respected by her colleagues and clients.

Practice Areas:

Contracts
Commercial Transactions
Business Organization and Planning
Real Estate Transactions, Contracts and Settlements
Estate Planning and Administration

Member:

Maryland State Bar Association (Real Estate Section)
Frederick County Bar Association

Q&A

with
Laura Ann Melia

Q: What's unique about your practice?

A: In my practice, I take a very personal approach. You come in, we meet and talk about your issue, and I try to get a sense of the big picture. I give advice, present different alternatives and what the ramifications might be, and I'm up front with people. I don't push litigation because it's not always the right solution.

Q: Why Frederick County?

A: I grew up in Baltimore but relocated in Frederick County in 1993. Although I practice throughout Maryland, Frederick County is where I chose to live and open my office. It is a beautiful area and a great place to raise my children.

Q: Is there one part of your profession you like best?

A: I truly enjoy the one-on-one with clients and the satisfaction of helping someone. It all comes down to relationships. I've been there when clients get married, when they've been sick, and unfortunately when they've been buried. It can be sad, but it's always a privilege to be part of someone's life for that span of time.

Q: Who are your clients?

A: My clients are typically people looking for sound advice and a rapid response. I represent corporations, local businesses and individuals. Most of my clients have been referred to me from other clients and a few have been the opposition in past matters and have respected how I handled the case.

Q: What is your rapport with clients?

A: I believe my clients feel comfortable speaking with me about a myriad of issues. They are confident I'll get the job done right, efficiently, and at a fair price. I provide them with options and consequences so they can ultimately decide how they would like to proceed. I am straightforward and do my best to communicate in a manner that can be easily understood. I listen, I'm approachable and I'm reachable.

Q: What about legal fees?

A: Clients don't always understand what they're paying for with an attorney. People tend to want a product they can see and touch—like when you go to the doctor and come out with a prescription, or you go to the store and buy something. With my practice, what you're paying for is my time, expertise, creativity, and negotiating skills. I try to be very fair with my billing, and I always explain everything up front with my clients.

Q: You are involved in several community and charitable organizations. What's your motivation?

A: I do it to be part of something worthwhile, something that helps people in a tangible way. It sounds trite, but I want to give back to the community that's given so much to me.