



JULES KROLL (L'66)

BY GREG LANGLOIS

Jules Kroll (L'66) says his fervent support of the Law Center emanates from what Jewish tradition requires of him as a parent. "They say you have three primary obligations: to help your child find a mate, to help them learn how to swim, and to help them find a way to make a living for themselves," he says. He's not about to play matchmaker, and the generosity of fellow alum Scott K. Ginsburg (L'78) and others has already enabled the Law Center to build a pool, along with the rest of the new Sport and Fitness Center. So he's left with the last obligation.

"Now that Ginsburg has taken care of the pool, I felt the least I could do was help some people get some jobs," he jokes. More seriously, Kroll believes that "there's nothing more fundamental for people's self-worth than to be able to support themselves," he says.

Kroll, who became an original member of the Law Center's Board of Visitors and now serves as its chair, has helped Georgetown Law students explore career options in a variety of ways. He's worked with career services staff members to create Georgetown Law's international internship program, and his company, Kroll Inc., funded the first five internships. Students participated in nearly 100 internships abroad last summer, he says.

"I feel really good that the idea has caught on — to create job opportunities for our students and our graduates — and of course many, many people have pitched in to make that successful, including many members of our board," he says.

Kroll's generosity also resulted in the establishment of the Kroll Family Human Rights Fellowship, which supports graduates who work in the human rights arena. One fellowship was awarded last year, two will be awarded this year, and three the next, Kroll says. Overall, his goal is to enable all graduates to work in fields "where they have a passion for the work, whether it be in public service, the corporate sector or the law firm world."

Kroll has been passionate about his field of work since he founded Kroll Inc. 35 years ago. He notes that the late Professor Richard Gordon, then admissions director of Georgetown Law, was prescient upon first

meeting him. "When he interviewed me, he said, 'We've decided we're going to admit you, but somehow we don't think you're going to end up practicing law,'" Kroll says.

The prediction was almost perfect: Kroll did work for a short time as an assistant district attorney in Manhattan after serving in the U.S. Coast Guard. But he ran his father's small printing business for a while when the older man was ill, then vied unsuccessfully for an at-large Queens County councilman's seat. In 1972, he channeled many of the frustrations he'd encountered while running the printing business to form Kroll Inc.

"I had seen how much corruption there was in the printing industry and in other aspects of business, and decided I would set up a firm that would focus on analyzing the effectiveness and integrity of companies' purchasing operations," he says. "That was the start of the business."

In its first year, Kroll Inc. had one client, the company that owned Marvel Comics, and revenues totaled \$44,500. Today Kroll Inc., a subsidiary of Marsh & McLennan Companies Inc., has nearly 10,000 clients in 26 countries and fee revenues of more than \$1 billion. Kroll Inc. started as a "highly specialized purchasing and consulting firm," he says, "and became what is now a much more broadly based risk mitigation firm." The company provides a range of services, including corporate investigations, forensic accounting, security consulting, employee screening, electronic evidence analysis and oversight of troubled or bankrupt corporations.

Kroll Inc. is now a well known firm that works on a variety of high-profile cases. For example, it investigated CNN's debunked "Tailwind" story alleging that the United States used lethal gas in Laos during the Vietnam War and it serves as an independent monitor helping to ensure that the Los Angeles and Detroit police departments adhere to reform efforts designed to end systemic corruption and abuse. "The [Kroll Inc.] concept has really evolved on quite a broad basis," Kroll says.

Just as he's loved growing his company, Kroll has also enjoyed seeing his alma mater's continued success. "I'm very proud to be even a small part of the development of the Law Center," he says.