SpencerFane®

ABA Journal Takes Notice of Spencer Fane Growth and Firm Strategy

Spencer Fane was recently featured by the *ABA Journal* in an article highlighting that the firm's revenue is experiencing "the highest growth percentage of any Am Law 200 firm" since 2018.

"Once known as a regional law firm in the Midwest, Spencer Fane is boosting revenue along with partner profits," *ABA Journal* reported.

In the piece, This Law Firm Increased Revenue by About 139% in 5 Years While Raising Partner Profits, the American Bar Association's flagship publication examined the factors that have allowed Spencer Fane to grow its national footprint. Reporter Debra Cassens Weiss reiterated *The American Lawyer's* recent finding that Spencer Fane "is a case study on how a law firm can add market share, climb the rankings and grow profits, all at the same time." The firm's growth has been attributed to its multifaceted strategy, which includes everything from "adding practice groups, to mergers and groups additions, to expansion in major and minor markets, and growth in the equity and nonequity tiers."

Observing that partner profits at Spencer Fane have witnessed "an increase of about 24% in three years," the *ABA Journal* article also took note of the "culture of autonomy" Spencer Fane maintains, allowing internal talent to flourish. This unique company culture is key to the firm's organic expansion in "the merger front," which Chair and Managing Partner Patrick J. Whalen called a "big part of our trajectory" as additional firms and groups take notice of the Spencer Fane value proposition.

Read the full article here.