SpencerFane®

Spencer Fane Client Team Among Finalists at The American Lawyer Industry Awards

Spencer Fane is pleased to announce its partnership with JBS Foods has been nominated as one of eight finalists in the nation for *The American Lawyer's* Best Client-Law Firm Team award. The award honors a relationship and arrangement between a law firm and client that exemplifies a true partnership that drives value for both sides.

Each year, the publisher of the AmLaw 200 evaluates and celebrates notable work being done across the largest law firms and corporate law departments in the legal profession. *The American Lawyer's* annual Industry Awards seek to find the in-house counsel, law firms, and organizations that are elevating the industry to new heights. At this year's awards, Spencer Fane is also among eight firms nominated for Law Firm of the Year.

Led by partner Jon Watson, the JBS Foods legal team operates under the premise that creative fee arrangements and "experience" are table stakes when choosing to partner with an outside law firm. The value their team strives to unlock is of the type that some may call simple, but others know proves all-too-elusive to many legal teams: trust.

"It's not about numbers or volume, it's not about fee arrangements, it's not about hourly rates," said Kim Pryor, General Counsel at JBS Foods. "It stems from a genuine personal relationship in which you trust each other to act in the other's best interest – only when you reach that point can you begin to achieve truly efficient, extraordinary results."

The JBS Foods / Spencer Fane team was selected by a judging team of senior editors and reporters from more than 700 submissions. Winners will be announced

at *The American Lawyer's* awards ceremony in New York City on November 15.

View the full shortlist of *the American Lawyer's* 2023 Industry Awards honorees.