SpencerFane®

Spencer Fane Earns BTI Recognition for Enthusiasm Around Client Development

Spencer Fane is honored to be on BTI Consulting Group's list, 44 Law Firms with the Most Attorney Business Development Enthusiasm. This recognition aligns with the firm's intentional efforts to create an entrepreneurial environment where attorneys have the autonomy to explore new ways to provide greater value to clients.

"It's in their DNA," BTI said of the firms selected. At Spencer Fane, this is also a crucial component of its culture. Spencer Fane is intentional about maintaining an entrepreneurial, collaborative, and inclusive environment for professionals which is evidenced by the investment the firm makes in providing support to talent in terms of client development.

For example, Spencer Fane has a long-standing practice of providing every attorney in the firm with a client development budget. The firm also makes available client development coaching to all attorneys and has cultivated an environment where not only partners but also associate attorneys have a sense of ownership in client relationships.

The firm's approach helps it better serve its clients, colleagues, and communities and has made Spencer Fane one of the highest-performing firms nationally in workplace satisfaction, client satisfaction, diversity traction, and growth.

To learn more about the characteristics of firms on BTI Consulting's list, please click here.