



SpencerFane®

Spencer Fane Growth and Success Recognized by St. Louis Business Journal

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Spencer Fane was featured in last Friday's print edition of the St. Louis Business Journal for the firm's recent growth and unique business model, which has contributed to its success. The article, titled "Spencer Fane adds partners, boosts revenue to \$57 million," noted the firm's 6.3 percent increase in revenue in 2014 and detailed how its structure has played a critical role in the health of the business.

"Spencer Fane Britt & Browne has a different business strategy than many law firms. Instead of hiring a lot of associates to assist a far fewer number of partners, it has more partners than associates," the article reported.

Firm-wide, Spencer Fane has a total of 138 attorneys including 78 partners. In the St. Louis office alone, there is a total of 33 attorneys including 17 partners. The model provides clients with greater cost efficiency as well as a more direct relationship with the partner handling their case.

"Our clients want to talk to experienced lawyers who understand their business," said St. Louis Managing Partner Frank Neuner.

Associates also benefit from the structure by receiving more one-on-one training with the partners and greater responsibility on the matters they handle, which will directly enhance their professional development.

"We are selective in hiring out of law school," Neuner said, "but we hire them with the expectation they will become partners."

The article also outlined the recent additions of experienced attorneys Sherry Dreisewerd, Jane Dueker and Mark Boatman to the St. Louis office, further demonstrating the firm's growth and commitment to client service.

To learn more about Spencer Fane's business model and recent growth, read the full *St. Louis Business Journal* article [here](#).

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