

The Bank for Business Owners

ENTERPRISE BANK & TRUST CATERS TO ENTREPRENEURS. NATE ORR OF SPENCER FANE HELPS KEEP RISK MANAGEMENT – AND RELATIONSHIPS – STRONG.

There's usually no love lost between those on opposing sides of legal matters and complex negotiations. The table stakes – and emotions – are often high. Each side wants to win and things can get heated.

One great sign of respect in business, however, is when opponents become allies. And that's exactly what happened with Duncan Burdette,

matters when necessary. Burdette first learned about Orr when he was on the other side of a case, and even though Orr was opposing counsel, Burdette was impressed with Orr's ability to navigate issues and resolve them efficiently. Orr also seemed to come out ahead in most cases.

"The bottom line is I was tired of getting beat by Nate, and I wanted to get him on our side," said Burdette. "When we called him to talk about representing us, he responded quickly, and it was also clear that he had prepared carefully for our meeting and had probably rearranged his schedule to meet with us on short notice."

Burdette's first assignment for Orr was a case that had languished without a resolution for too long. Orr went to work immediately serving as quarterback for the legal team at Spencer Fane. Orr's approach is to be the single point of contact for the client, handling questions, concerns and case management. The case was successfully wrapped up in a matter of weeks.

"Nate got involved personally which was important, but he also put together the best team," said Burdette. "He knows how to assemble and lead great teams which is essential due to the variety of our legal needs."



"Nate is one of those guys that I would follow as client, no matter where he goes. Now that we've got him on our side of the table, we look forward to keeping him there."

Duncan Burdette
Regional Chairman, Enterprise Bank & Trust



regional chairman of Enterprise Bank & Trust in Kansas City, and Nate Orr, a partner in the Kansas City office of Spencer Fane.

As the ranking senior executive in the Kansas City region for Enterprise Bank, Burdette naturally gets involved in the company's legal

Accountability: The Case Stops Here

In business loans, more zeros and commas usually mean more scrutiny. Loan collateralization and terms can be complicated and difficult to negotiate. Linda Hanson is president of Enterprise Bank's Kansas City region, and works with business owners everyday on their credit and capital needs.

"We want to help clients first and foremost," said Hanson. "And we want to protect their interests as well as ours so we are constantly working to strike the right balance. Nate and his team help us meet customer needs, manage risk, and they do it diplomatically."

It's not easy and things don't always go as planned, said Hanson, but she can count on reliability and accountability from Orr.



Nate Orr
Spencer Fane

"When problems come up, Nate gets involved personally," said Hanson. "In addition to his legal expertise, he uses a lot of creative common sense to get things done."

Hanson said Orr's responsiveness, as well as the size and capabilities at Spencer Fane are a good fit for Enterprise Bank. From commercial litigation, to loan documentation, to bankruptcy workout, the firm has most everything the bank needs.

And if Orr doesn't specialize in it, he brings in another colleague to handle the matter, keeping quality and results at the forefront.

"I want clients to call me for anything, big or small, day or night," said Orr. "And then I'll figure out the best person to handle their issue – whether that's me or someone else."

Burdette says coordinating talent and resources is one of Orr's best skills. Another bonus: He's fun to work with as well.

"He cares about our business and our customers and he wants to build a relationship, not just handle transactions," said Burdette. "I've worked with a lot of attorneys and this is somewhat rare in my opinion. He is very good at relationship care and management."

Burdette is real clear about how much he thinks of Orr's counsel.

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Linda Hanson

Regional President, Enterprise Bank & Trust



HOW TO SECURE THE BEST LEGAL REPRESENTATION

- 1) Expect expediency, attention and timely resolutions.
- 2) Look for a great team, made up of strong individual players, but that work well together.
- 3) Find attorneys that understand the balance between business interests and legal safeguards.