

The 8 Law Firms With The Best Associates

By **Aebra Coe**

Law360, New York (August 2, 2017, 2:29 PM EDT) -- Corporate clients have a sweet spot for the associates at eight law firms, nodding to those firms' associates as top-notch more often than any other player in the industry during a recent survey.

When asked the open-ended question, "Which law firms have the best associates?" corporate clients pointed to eight law firms substantially more often than the rest of the industry, according to BTI's Law Firms with the Best Associates report released Wednesday by BTI Consulting Group (Wellesley, Mass.).

The eight law firms are:

Law Firms With the Best Associates

BTI Consulting's survey named these 8 firms as having the best associates.

Arnold & Porter Kaye Scholer
Gibson Dunn & Crutcher
Holland & Knight
Jones Day
Morgan Lewis & Bockius
Paul Weiss Rifkind Wharton & Garrison
Ropes & Gray
Sidley Austin

The biggest factor that distinguishes the law firms that made the list, according to BTI president Michael Rynowecer, is that they offer their associates ample opportunities to interact with clients and impress them — something that he says is not true at many law firms.

"The feedback we got from corporate counsel is that not a lot of law firms really give their associates any kind of meaningful airplay," Rynowecer said. "The decision to make associates a more visible part of

the team is helpful because clients like to see and know and be able to relate to an individual who is working on his or her matters.”

In addition to the top eight law firms, BTI listed the next 38 law firms that were mentioned frequently, although not to the same extent as the top eight, in the company’s conversations with clients.

Those law firms:

Law Firms With Standout Associates	
Allen & Overy	Baker Donelson
BakerHostetler	Bartlit Beck
Bereskin & Parr	Carlton Fields
Carrington Coleman	Chambliss Bahner
Covington & Burling	Cravath Swaine & Moore
Davis Polk	Debevoise & Plimpton
Eversheds Sutherland	Finnegan Henderson
Holland & Hart	Jackson Walker
Jenner & Block	Jones Walker
K&L Gates	Kellogg Hansen
King & Spalding	Kirkland & Ellis
Knobbe Martens	Locke Lord
Lowenstein Sandler	McGuireWoods
Norton Rose	Orrick Herrington & Sutcliffe
Osler Hoskin	Schiff Hardin
Seyfarth Shaw	Sheppard Mullin
Simpson Thacher	Skadden
Squire Patton Boggs	Stinson Leonard Street
Wiggin and Dana	Wilson Sonsini

An executive vice president and general counsel at a large financial institution expressed during the survey that he prefers when law firms to bring associates to meetings so that he can meet them.

“Most firms I know and deal with hide their associates behind a big wall of partners. It’s like they think we don’t know they’re there and do the work,” the respondent said. “I often suggest my law firms bring associates to meetings so they can see what client interaction is really like. And, I make a point to talk to them after the meeting.”

According to Rynowecer, his research has shown that the longer a lawyer knows a client, the likelihood of them having a strong relationship goes up dramatically.

“And, the more exposure you have to clients as an associate, the more client service skills you develop, and the more you develop the better you’ll be as a partner,” he said.

--Editing by Brian Baresch.

All Content © 2003-2017, Portfolio Media, Inc.