

Rick Werner Discusses Growth and Reputation of Corporate Practice with American Lawyer

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PRACTICES Corporate Strategic M&A, Corporate, Corporate Tax, Capital Markets and Securities, Corporate Governance

The American Lawyer named Haynes Boone its Specialty [Corporate](#) Practice of the Year (Midmarket) at its annual Industry Awards. The practice has handled more than \$20 billion in deal work.

[Capital Markets and Securities](#) Co-Chair [Rick Werner](#) spoke with the publication to share how the practice has rapidly grown to become a market leader.

Read more in the excerpt below:

The firm's middle-market team encompasses 156 lawyers, or about 22% of the firm's total headcount. Over a two-year period, the team has been involved in over 250 announced transactions, according to the firm. And the firm's long history in the middle-market space is part of its success in building its reputation, according to the firm's co-chair of the capital markets and securities practice, Rick Werner.

"Originally, it was a bit more of a regional practice that was based in Texas and Oklahoma. But the firm has really grown into a national player. New York is now the second-largest office of the firm, and we have a pretty diverse mix of clients," Werner said. "As the reputation of the firm has grown, we've gotten more deal flow in the space and we've just been very fortunate to continue to be busier and busier while getting bigger and bigger transactions."

Haynes Boone was named *The American Lawyer* Specialty Corporate Practice of the Year in the Midmarket category at the Industry Awards last month.

That reputation has gotten stronger through word of mouth, Werner said, which has led the firm to branch out from its home market. Today, the firm is also guiding cross-border deals with the support of their offices in China, Mexico and the U.K.

Although the middle-market group is sector agnostic, it does work on a lot of deals in the life sciences, energy and mineral explorations spaces, according to Werner.

To read the full article from *The American Lawyer*, [click here](#).