Haynes and Boone Ranks Among the Most Recommended Firms by General Counsel

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Haynes Boone is among the 89 law firms that general counsel, unprompted, are most apt to recommend to their peers, according to a survey released Aug. 29 by BTI Consulting Group.

“Unprompted recommendations mean clients stick their neck out for [firms] without [firms] ever asking,” BTI said in its “Most Recommended Law Firms 2019” report. “Superior client service is consistently the leading driver of law firm recommendations by general counsel. Superior service accounts for nearly five times more recommendations than any other single factor.”

BTI conducted more than 350 in-depth interviews with general counsel and chief legal officers at organizations with $1 billion or more in revenue, asking the corporate counsel: “Which law firm do you recommend to your peers?” The interviews were held between Jan. 8 and July 9, 2019, and participants were granted confidentiality.

“General counsel are extremely selective when recommending law firms to their peers,” Haynes Boone Managing Partner Tim Powers said. “We strive to constantly deliver a high level of value to clients — to help them achieve their strategic objectives in the most effective, efficient manner possible. It is gratifying that our commitment to client service has earned us this seal of approval from general counsel at leading companies.”

Haynes Boone has won repeated acclaim in recent BTI surveys of in-house counsel. In BTI’s 2018 and 2019 “Client Service A-Team” rankings, Haynes Boone was recognized as an “honor roll” firm in all 17 of the qualities that clients listed as the drivers of superior client relationships. Those qualities include: providing quality, high-value legal services and being focused on and responsive to clients’ business needs and goals. Haynes Boone has been listed in the Client Service A-Team ranking for 16 consecutive years.

Haynes Boone is an international corporate law firm with offices in Texas, New York, California, Charlotte, Chicago, Denver, Washington, D.C., London, Mexico City and Shanghai, providing a full spectrum of legal services in energy, technology, financial services and private equity. With more than 550 lawyers, Haynes Boone is ranked among the largest U.S.-based firms by *The National Law Journal*, *The American Lawyer* and *The Lawyer*.

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