

## In The News

# Andrew Smulian Discusses Akerman's Client-Centered Approach with *Law360*

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Akerman Chairman and CEO Andrew Smulian was quoted in the article, "Law Firm Merger Madness To Continue In 2015," which examined the state of the legal industry and law firm expansion trends. Amid a year of heavy mergers in the legal industry, Akerman stood out for its targeted recruiting efforts and client-centered approach to firm growth in major U.S. business centers. The publication highlighted Akerman's decision to "hand build" its new Chicago office with prominent individuals and small groups from numerous firms. The approach has brought Akerman significant growth in the region, with lawyers who share Akerman's commitment to the client experience. Reported as one of the fastest-growing law firms in Chicago in 2014, Akerman more than tripled the size of the team in six months.

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### Related People

Andrew M. Smulian

"Clearly law firm mergers are a trend and a prevalent phenomenon in the industry, but I don't think the most successful firms are necessarily engaging in mergers," Smulian told *Law360*. "A merger can be geared toward better client service and core expertise ... but if it's just viewed as fortifying the fortunes of the law firm without the view of the demand side, which is where we're keeping our focus, it might be more of a lifeline situation for that law firm."

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