



The American Lawyer Names Spencer Fane 'Fastest-Growing AmLaw 200 Firm' Over the Last Five Years

The American Lawyer recently highlighted Spencer Fane in a feature article about the drivers behind the firm's track record of growing "faster than any of the 200 largest firms in the nation over the last five years."

In the article, [The Fastest Growing AmLaw 200 Firm Over the Last 5 Years](#), the *American Lawyer* reported that "a look at their growth and strategy is a case study on how a law firm can add market share, climb the rankings and grow profits, all at the same time."

Chair [Patrick J. Whalen](#) attributed the firm's ability to grow and meet client needs to several key strategies – attracting top talent, maintaining a commitment to culture, and aligning services to the client market.

"When making decisions, we are very disciplined in letting the data support each of those categories," he shared in the article. "It forces us to continually reevaluate strategic choices based on what the market, clients, and talent are telling us and what our numbers are telling us."

The American Lawyer continued that the firm "has leapfrogged 21 spots in the AmLaw 200 rankings in the last two years to #142 this year, generating \$266.8 million in 2023. Overall, the Kansas City-founded firm has increased revenue by roughly 139% since 2018, the highest growth percentage of any AmLaw 200 firm in the span of time, including among the New York and West Coast elite firms."

Pat also discussed how the firm's growth strategies have led the firm and its clients to realize new opportunities, reduce bureaucracy, and empower smaller, more efficient teams.

"Because of our track record, people are learning more about the firm, the value we add to clients, and the value we add to talent," Pat said. "We're getting significantly more opportunities than we had even five years ago."

Read the full article [here](#). Please note, a subscription may be required.