

insights

Brent Trame named a 2020 BTI Client Service All-Star

BTI Consulting Group has selected partner [Brent Trame](#) as a “2020 Client Service All-Star” based on unprompted client feedback it received during its annual survey of corporate counsel at Fortune 1,000 and other large organizations.

“Clients identify 475 attorneys who stand above all the others in delivering the absolute best in client service,” noted BTI in announcing the 2020 report. “Amid all the changes and unexpected events – they stand tallest.”

Brent helps his clients navigate the complexities of mergers, acquisitions, financings and other significant corporate transactions from initial negotiation through execution and closing. He has advised clients ranging from early-stage companies and family-owned businesses to large, serial acquirers across a variety of industries, including information technology and management consulting, healthcare, manufacturing and venture capital and private equity investors. Brent also advises clients with respect to SEC reporting matters, governance trends, exchange listing requirements, disclosure issues, risk management, and general corporate matters in a regulatory and business environment subject to rapid and significant change.

“Fundamentally, our role is to make our clients’ lives easier,” said Brent in discussing his client philosophy. “We work very hard to provide pragmatic and timely advice to help our clients address their complex problems and opportunities.”

BTI compiles its All-Star list by asking corporate counsel, in an unprompted manner, to name an attorney who truly stands out as delivering the absolute best client service – by name. According to BTI, Client Service All-Stars practice five key actions: they stay engaged with their clients, they invest in their clients, they are savvy with their knowledge and strategies, they offer unequivocal and clear advice and they anticipate their client’s next steps before they ask.

BTI, based in Wellesley, Massachusetts, is a leading provider of strategic research to law firms and general counsel. For more than 20 years, BTI has developed market research about client service, market direction and client satisfaction for more than 200 top law firms.

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