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## Midsize firms offer stability, flexibility to attorneys and clients

By Amanda Robert

Like many midsize firms, Barack, Ferrazzano, Kirschbaum & Nagelberg offers a high level of trust to its attorneys and very little bureaucracy, said firm partner Sarah Bernstein.

Bernstein said individual partners in each practice focus on their clients and their businesses, and they make their own decisions about billing arrangements and other case matters.

"We have a lot more time to get to know our clients, and that ultimately lets us be more

efficient in servicing them," she said. "We don't have a lot of forms to fill out; we don't have a lot of reporting that we have to do internally.

"There are not a lot of meetings to attend, not a lot of people looking over our shoulders."

Bernstein, who joined Barack Ferrazzano in 1991, said the firm experiences low turnover due, in part, to the camaraderie between attorneys and clients.

She said the firm employs 100 attorneys, enabling them and their clients to network with each other.

"I've been working with some of the same clients since I started at the firm," she said. "If it's a transaction-based relationship, I may not talk to them for a year or two, but they always call and they call me.

"I know their business and what they're looking for, and their style. I think that's attractive to clients and also to attorneys."