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Anticipate the clients' needs.

We listen carefully to understand each client's business and culture. The insight we gain allows us to anticipate our clients' needs and give proactive advice.

Each client is different. Each has unique business practices, cultures, and problems. Understanding how these realities fit together when working with clients is essential in helping them achieve their business goals. We hire

people who “check their ego at the door” – people who understand that while their technical legal expertise is critical, understanding what a client really needs today, tomorrow, and down the road is essential.

“The hard part is for a firm to take the initiative, to be proactive. King & Spalding [lawyers] are good at that – they try to understand what we want.”

—King & Spalding Client