



## Fisher & Phillips Posts Double-Digit Rise in Revenue

News

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A *Fulton County Daily Report* article about Fisher Phillips noted that the firm experienced revenue growth of 11.7% in 2016. The *Daily Report* annually produces a series of stories about the top law firms based in Atlanta, and Fisher Phillips is one of the firms featured each year.

In the article “Fisher & Phillips Posts Double-Digit Rise in Revenue,” Chairman and Managing Partner Roger Quillen noted that the firm instituted programs about four years ago to help lawyers develop more business. The firm developed training programs at a broad level as well as at the individual level. The training to help lawyers learn how to better develop new business starts with first years. The programs include training in relationship-building and providing the tools for lawyers to raise their profiles. The firm hired business development managers who help the attorneys with various business development activities. Roger estimated that about two-thirds of the growth was from new work with a third coming from an increase in laterals.

Roger also pointed out that there was a “substantial hike in demand.”

The firm opened offices in Sacramento and New York City. Roger pointed out that some clients expect firms to have a New York presence, especially as the practice of law becomes more globalized. “Going into New York with high quality people was a top goal for the firm last year.”

The article stated that it is not clear what impact the new Trump administration will have on labor and employment law, but changes can be expected. Roger added, “We tend to do well in times of change.”

The article also recounted that Fisher Phillips updated its brand in 2016, streamlining the firm name to Fisher Phillips and launching a modern new red and white logo, a dynamic new website and an assertive new tagline, “On the Front Lines of Workplace Law.”

To read the full article, please visit [\*Daily Report\*](#).

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