

## Offit Kurman: The Better Way...

Offit Kurman is a rapidly growing full-service law firm based in the U.S. Mid-Atlantic region. Our mission is to provide our clients with “the better way” to grow their organizations, protect their businesses and families’ wealth, and resolve their most challenging legal conflicts.

At Offit Kurman, not only do we distinguish ourselves by our quality and breadth of legal services, but also with our unique operational structure which encourages collaboration rather than internal competition between attorneys. The same approach that makes our firm attractive to legal practitioners also gives clients unlimited access to experienced counsel in every area of the law.

On top of Offit Kurman’s legal services, our firm offers clients a number of value-added programs. These include advisory groups, learning resources, and a robust marketing and networking platform.



## Our Story

Brothers Maurice and Ted Offit, along with childhood friend Howard Kurman, started Offit Kurman as a boutique law firm in 1987. By 2001, the modest Owings Mills, Maryland-based firm began growing quickly through affiliations with other small practices. It was at this time that Offit Kurman’s unique compensation system was put in place: the founders believe in rewarding people for the profit and productivity they bring to the firm, not their seniority.

It was also around this time that the Offit Kurman team realized they could grow at a sustainable pace through lateral acquisitions in strategic markets. To manage its growth, the firm brought on its first non-legal employees. Together with the founders and several Practice Group leaders within Offit Kurman, these professionals soon formed a management committee and set an ambitious goal for the firm: to grow to 100 attorneys by 2010.

Offit Kurman met and exceeded that goal. Today, the firm is on track to reach its next target: an attorney count of 200 by 2020.

However, in the words of Ted Offit, Offit Kurman “does not grow for growth’s sake.” The firm’s continued expansion is driven by clients. With each new attorney who joins, Offit Kurman deepens its value and service offerings as a comprehensive legal partner that leverages large-scale capabilities with a small-scale focus on every client.

## Our Clients

Offit Kurman serves a broad array of clients, from individuals and small, private corporations to multinational, public companies (both foreign and domestic). Our clients are primarily privately held, middle-market businesses and their owners, as well as nonprofit organizations and families of wealth. We also act as specialty counsel to institutional clients. A significant number of our clients operate internationally.

Our firm’s retention rate is higher than average due to our emphasis on relationships. Clients who work with Offit Kurman consider their attorneys their trusted advisors for business growth, asset protection, and sensitive family law matters. We take our roles as advisors seriously: our attorneys make an effort to embed themselves in clients’ businesses, offering proactive guidance the way an internal member of a team would. As an entrepreneurially-minded firm, we continually endeavor to find mutually beneficial opportunities and grow alongside our clients throughout their business life cycle from startup to succession or exit.

Our firm is active in key markets throughout the Mid-Atlantic, and assists clients in myriad markets and industries. Key verticals for our firm include the government contracting space, information technology, health care, construction and real estate, and nonprofit entities. Additionally, we have developed Practice Groups centered on issues unique to family businesses emerging business areas and industries such as cannabis and cybersecurity.

# Trust. Knowledge. Confidence

In a partner, that's perfect

## Our Team

Offit Kurman's attorney team continues to grow, currently comprised of more than 180 lawyers in 12 offices across the Mid-Atlantic, from New York City down to Richmond, Virginia.

Our attorneys are a diverse group of renowned litigators, sought-after speakers, and widely-circulated writers. Many of the members of our team have been involved in headline-making disputes and multimillion-dollar business transactions. Others have earned top ratings from their peers and clients, and have achieved distinction in lists such as *Super Lawyers* and the *Best Lawyers in America*.

In addition to their work at the firm, Offit Kurman's attorneys spend their time giving back and mentoring other legal professionals. Many of our attorneys serve on boards of local charitable organizations, occupy leadership positions in regional and national associations, or offer pro bono services to underserved members of their communities.

As a whole, our firm has been recognized in *The New York Law Journal*, *Delaware Law Weekly*, *The Legal Intelligencer*, *The Business Journals*, *Bloomberg News*, *U.S. News & World Report*, *Best Lawyers' Best Law Firms*, *the Inc. 5000*, and numerous other state- and U.S.-wide publications. The firm has also been recognized by the Better Business Bureau for outstanding ethics in the legal industry.

## Our Capabilities

Offit Kurman provides our clients with a comprehensive array of legal services that cover virtually every area of the law. We are able to offer flexible rates consistent with (and often below) those of firms that handle comparable legal matters because we are dedicated to offering clients the legal services they need in the most productive and cost-effective manner possible.

Our Practice Groups include the following:

Banking & Finance	Bankruptcy Litigation	Business Law & Transactions	Business Litigation
Cannabis Law	Commercial Litigation	Construction Law	Creditors Rights, Reorganization, & Bankruptcy
Estates and Trusts	Family Law	Financial Institutions Regulatory	Government Contracting
Health Care Law	Immigration Law	Insurance Recovery	Intellectual Property
Labor & Employment	Land Use & Eminent Domain	Landlord Representation	Legal Ethics
Mass Toxic Torts	Mergers & Acquisitions	Privacy & Data Protection	Real Estate Law & Transactions
	Tax Consulting	Workplace Investigations	

In addition to the list above, Offit Kurman also provides services tailored to nonprofit entities, emerging businesses, and international companies. Finally, our New Paradigm Counsel® program provides growing businesses with an on-demand in-house legal department.