



## OUR APPROACH

### What separates Burke, Warren, MacKay & Serritella from its competitors?

The answer lies in our long track record of client service that has allowed us to thrive as a full-service Chicago law firm for thirty years. While our former competitors have given up their autonomy by merging into larger regional or national firms, we have remained committed to our identity as an independent law firm dedicated to providing personalized, cost-effective service. Rather than accepting merger offers, we have chosen to preserve our culture of one-on-one responsiveness and an old-fashioned sense of partnership developed by our founding group of attorneys, many of whom have practiced together since the 1970s.

Our approach has not only withstood the test of time, it has set us apart. During turbulent times, Burke Warren used its fiscal strength and stability to grow its exemplary team of attorneys and to expand its expertise in its core specialties.

### Why are Burke, Warren, MacKay & Serritella's stability and success relevant to our clients?

This stability provides tangible evidence that our business model—low leverage, minimal fixed costs, single office, diverse mix of clients and specialties, and flexible billing structures—is not only viable in difficult times, but is tailored to a core clientele who require high caliber service in a variety of practice areas, delivered at a reasonable cost.

As seasoned lawyers in our specialized practice areas, we understand that high-quality professional services contribute significantly to our clients' success. Burke Warren's attorneys and legal staff work on a day-to-day basis with our clients to ensure that success, with the understanding that responsiveness and service are key components to solving their legal needs.

As entrepreneurs, we understand that, in addition to producing precise and high quality work product, the services must be provided at a fair and reasonable cost. As a result, Burke Warren attorneys focus particular attention on staffing the various aspects of their client projects with the appropriate professionals, to keep staffing lean and commensurate with the services required to obtain the client's desired outcomes.

We are confident that you will share our conviction that Burke Warren's experience, structure, pricing, and size make it uniquely qualified to deliver the first-rate, cost-effective legal services that our clients expect and require.