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EPSTEIN  
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discover  
your  
growth  
potential



# potential

*EBG's excellent reputation as a national health care-focused law firm is what drew me to the Firm. Joining EBG has been a great opportunity for me to offer more depth and breadth of health care regulatory experience to my clients.*



**Anjana D. Patel**  
Joined in February 2015

*When looking to take my practice to the next level, EBG was definitely the right choice. The depth of labor expertise, core industry focus and client-centric entrepreneurialism at EBG enabled me to exponentially expand my practice in a very short time.*



**Adam C. Abrahms**  
Joined in March 2012

*The opportunities for working with others and cross-selling was the reason I came to EBG, and so far these opportunities have been very "real" and have resulted in new business from existing clients and also in new clients – all of which I would not have had at my prior large regional firm.*



**Gary W. Herschmaan**  
Joined in February 2015

## DISCOVER YOUR GROWTH POTENTIAL

Moving your practice can be a daunting prospect: more than one-third of lateral hires leave their new firms within five years of joining. You want the strongest platform and the best opportunities to grow your practice, but finding the right firm can be a huge challenge, and the professional risks are real.

The "right" firm means one that is respected in the legal industry and has business development support, access to firm leadership, and a culture that values cross-selling, teamwork, and creativity. Most of all, it means a firm that takes its lateral hiring seriously and really commits to making the new relationship work.

Welcome to Epstein Becker Green. We bring together some of the country's most renowned industry thought leaders in health care, financial services, retail, and hospitality with a cutting-edge vision for meeting our clients' needs while exceeding their expectations. And we do this with an uncompromising commitment to client service and legal excellence.

Founded in 1973 as an industry-focused firm, Epstein Becker Green has decades of experience serving clients in health care, financial services, retail, hospitality, and technology, among other industries, representing entities from startups to

Fortune 100 companies. We have more than 250 lawyers in offices across the United States, and our core services include health care and life sciences; employment, labor, and workforce management; and litigation and business disputes.

Our industry-focused business model has allowed us to develop deep experience and a stellar reputation in the industries that we serve. This model also lets our lawyers develop robust networks and a better understanding of their clients' business. Whether you are looking to focus on health care, financial services, retail, hospitality, or others, we have the resources to help you expand your industry knowledge.

Complementing our industry focus, we have built a comprehensive array of services for our clients. We also established two consultancies, EBG Advisors and National Health Advisors, focused specifically on global and cross-sector policy solutions and legislative and regulatory advocacy to better serve our clients. We are a founding member of the International Lawyers Network, giving us access to local legal experts in 67 countries. No matter where your clients' business takes them, you will have the means to help them succeed.

## THE HEALTH CARE INDUSTRY'S "GO-TO SHOP"

*Chambers USA* calls us the health care industry's "go-to shop for transactional, regulatory, and litigation work." As one of the largest health care law firms in the United States and with over 40 years' experience in the industry, our health care thought leaders counsel clients in every sector of the health care delivery system and throughout the life sciences industry. Our lawyers and professionals regularly advise employers, health care providers, health plans, and insurers on the opportunities and risks associated with the Affordable Care Act.

## LEADERS IN LABOR AND EMPLOYMENT LAW

Ranked as a top-tier employment firm by *U.S. News - Best Lawyers* and as one of the 10 largest employment firms in the United States by *Law360*, we are recognized as one of the best in the business. Our team is dedicated to representing management in all employment issues, from routine training to the most sophisticated high-stakes litigation.

## WHY EPSTEIN BECKER GREEN?

### The culture

- We emphasize an entrepreneurial approach to client service and business development and have the infrastructure that you need to succeed.
- We have an inclusive firm leadership model to give our partners more input

on firm decisions and opportunities for developing leadership skills.

- Our rates are modest compared to "BigLaw" firms, which means less price pressure for you and your clients.
- Our compensation system encourages teamwork and cross-selling.

### The support

- Our reputation in health care and labor and employment law will put a national name brand behind your own business development efforts.
- We are expanding vital practices to meet clients' evolving legal needs in the privacy and security, medical device, ERISA litigation, and workforce management areas, among others.
- We will work hard to fully integrate you into the firm, starting on day one. Our program includes training sessions, introductions to partners across practices, and robust business development and cross-selling support.

### The people

- You will work with lawyers who are recognized thought leaders in the industry—and we will help you be recognized for your successes as well.
- Your colleagues will have hands-on, real-world legal backgrounds.
- We make diversity a high priority in the recruitment, retention, and advancement of our lawyers.

## what they're saying

Nationally Ranked in Healthcare

***Chambers USA 2017***

National Rankings – Health Care, Employment Law (Management), Labor Law (Management), Litigation (Labor & Employment), Employee Benefits (ERISA) Law, Immigration Law, Commercial Litigation, and Litigation – Regulatory Enforcement (SEC, Telecom, Energy)

**2017 U.S. News - Best Lawyers "Best Law Firms"**

Earned a Spot on BTI's Honor Roll as "Premium Value Leader" Firm for providing extraordinary value to clients

**BTI Brand Elite 2017- Client Perceptions of the Best-Branded Law Firms**

Recognized as a top firm on Vault's "2017 Best Law Firms for Women" list, ranking 12th

**Vault "2017 Best Law Firms for Women"**

2016 Top Rating for LGBT Policies

**Human Rights Campaign Corporate Equality Index**

*The Firm has a clear understanding and appreciation of its strengths and how to best leverage them to succeed in the competitive legal market. EBG embodies the fact that you can still practice law at an incredibly high level in an environment that is collegial, warm, and supportive.*



**Joshua A. Stein**  
Joined in November 2014