AWARDS & ACCOLADES | 04.02.2026

Choate Named to the BTI Super Listener A□Team 2026

Choate has been named to the BTI Consulting Group's "Super Listener A□Team 2026: Clients Rank Law Firms Best at Business Development," a distinction based on in□depth client feedback.

BTI's Super Listener A□Team recognizes law firms that clients identify as "the best of the best at super listening"—and explain why, with no prompts or suggestions.

According to BTI's independent research, legal decision makers evaluate business development based on two critical dimensions:

- The trust firms build with their clients
- The value they deliver

The BTI Super Listener A□Team 2026 is drawn from data collected through BTI's ongoing Annual Survey of General Counsel. This research is independent and unbiased; no law firm or organization other than BTI sponsors the study.

Each year, BTI interviews a strategically selected group of senior legal decision makers at large organizations with annual revenues of $1 billion or more. Participants include General Counsel, Chief Legal Officers, Chief Legal Operating Officers, and business executives who hire—and influence the selection of—outside counsel. BTI also targets decision makers in industries with the highest legal spend, as well as recognized thought leaders and innovative legal executives.

All interviewees are granted strict confidentiality at both the individual and organizational levels, ensuring candid and objective insights.

This recognition reinforces Choate's commitment to strong client relationships through listening first. By truly understanding our clients' businesses, goals and challenges, we build trusted partnerships that help our clients succeed and enable us to deliver a consistently superior client experience.

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