PRESS RELEASES

Benesch Named 2026 Sales Team of the Year by Legal Sales and Service Organization (LSSO) for Flagship Business Development Program

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Benesch is pleased to announce that the firm has been awarded the 2026 William J. Flannery Sales Team of the Year Award by the Legal Sales and Service Organization (LSSO) in recognition of its flagship sales and client growth program, Team Everest. This honor celebrates the outstanding collective achievement of Benesch's Everest team in client acquisition and growth, underscoring the firm's commitment to advancing the standards of legal sales and service. Notably, Benesch is the first organization to receive two LSSO awards in the same year, having also been named the recipient of the Leonardo Inghilleri Service Excellence Award for Firm of the Year.

Launched in 2016, Team Everest is an invitation-only, performance-driven program, supported by the firm's Marketing & Business Development team, that brings together the firm's top revenue-generating partners to foster intentional collaboration on client acquisition, expansion and retention. Now in its tenth year, Team Everest has evolved from a recognition program into a cross-functional sales team that drives a substantial portion of firm revenue, key client growth, pitch activity and market expansion. The program has also established a scalable, adoptable approach to modern law firm business development.

Since Team Everest's inception, the firm's revenue has increased by 327%-a remarkable growth trajectory fueled largely by Everest-led client expansion and cross-selling.

"We're honored to receive LSSO's Sales Team of the Year Award," said Benesch Managing Partner Gregg Eisenberg. "Team Everest's success comes from intentional collaboration across practices, offices and business functions. This award reflects the dedication and shared vision of our team, and it inspires us to continue raising the bar for client service and innovation in the legal industry."

Team Everest has become an integral part of Benesch's culture, inspiring high achievers to continue excelling and motivating emerging rainmakers to aspire to join its ranks. By embedding sales into the firm's culture, Team Everest elevates morale, mentorship and shared accountability for growth.

Benesch will be honored at LSSO's RainDance Conference in Chicago on June 3.