

Hinshaw Recognized in *BTI Super Listener A-Team 2026* Survey

Ranked by Clients Among the “Law Firms Best at Business Development”

Press Release | 1 min read

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Hinshaw & Culbertson LLP is pleased to announce that the firm has been recognized in BTI Consulting Group’s inaugural *BTI Super Listener A-Team 2026: Clients Rank Law Firms Best at Business Development* survey.

Hinshaw was ranked among the elite firms that outperform the majority in “super listening,” a behavior identified by BTI as the most critical among the top six drivers of business development success. Super listening involves asking catalytic questions, listening attentively to client responses, and effectively synthesizing agreement, disagreement, and silence. By excelling in this area, Hinshaw continues to nurture client conversations into trusted relationships and new business opportunities.

The *BTI Super Listener A-Team* uses the same methodology as BTI’s acclaimed *BTI Client Service A-Team* and other industry rankings. Based on direct, unprompted feedback from more than 350 leading corporate counsel, BTI bills this as the only independent ranking focused specifically on the listening and business development behaviors that drive new inbound work.

[Learn more on the BTI Consulting website.](#)

Hinshaw & Culbertson LLP is a U.S.-based law firm with offices nationwide. The firm’s national reputation spans the insurance industry, the financial services sector, professional services, and other highly regulated industries. Hinshaw provides holistic legal solutions—from litigation and dispute resolution, and business advisory and transactional services, to regulatory compliance—for clients of all sizes. Visit www.hinshawlaw.com for more information and follow @Hinshaw on LinkedIn and X.

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