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FOR IMMEDIATE RELEASE

Robbins, Salomon & Patt Brings Client Value Center Stage through *Strategic Alliance Spotlight*

CHICAGO, IL, JANUARY 30, 2019 – Robbins, Salomon & Patt, Ltd. (RSP), a full-service law firm in the Chicagoland area, announced several client-focused initiatives for 2019. The first, named, *Strategic Alliance Spotlight*, will focus on celebrating client relationships. Having spent nearly 50 years helping middle to large market clients with a myriad of legal matters ranging from real estate, business transactions, government representation, to banking, finance and litigation, RSP has built a winning formula for solid client alliances.

“Beyond offering legal advice, we see ourselves as trusted advisors and strong, knowledgeable advocates on our clients’ behalf,” said Richard L. Gayle, CEO. “Our mission is to provide quality, value-driven legal services that make a positive difference in the business and personal lives of our clients, and we’ve built our firm on those lasting client collaborations.”

RSP’s launch of *Strategic Alliance Spotlight* focuses on one of its long-term clients of close to 40 years, Freedman Seating Company (FSC). Recently recognizing their 125-year anniversary, FSC engineers and manufactures seats and related products for buses, rail lines, marine use, truck, and specialty commercial vehicle seating. FSC is recognized as the leading manufacturer of transportation seating solutions.

“When we first met RSP almost 40 years ago, we chose them for their efficiency and advocacy as a legal advisor as well as for their experience to provide that advice in a cost-effective manner,” said Jerry Freedman, FSC’s Chairman. “They are diligent in understanding our business, passionate about solving our legal challenges, and strategic in helping us achieve our goals. RSP is not afraid to challenge us, with the end goal of contributing to our success. We are honored to be the inaugural *Strategic Alliance Spotlight* client.” FSC is currently in its fourth generation of management, namely Craig Freedman, CEO, Dan Cohen, President and Dave Cohen, Vice-President.

To celebrate, 30 employees from both firms recently prepared and enjoyed a meal together at The Social Table on January 17. Social Table is a culinary space that hosts hands-on dinner party-style cooking classes focusing on all aspects of a meal with the goal of bringing people together over food and beverage. RSP’s *Strategic Alliance Spotlight* seeks to celebrate its relationship with a different client each year.

“Freedman is the perfect demonstration of what RSP strives to accomplish strategically with all our clients and business associates: close relationships which add value and flourish over time,

continuing to grow and prosper,” Gayle explained. “They’re not only one of our oldest clients, they epitomize the solid attorney/client relationship we strive to achieve in terms of mutual trust, confidence, loyalty and dedication to our clients’ best interests.”

As RSP moves toward its 50th anniversary in 2020, additional initiatives are planned to highlight how the firm delivers client value. One proposed priority is an annual summit for clients to discuss industry trends and practices and how they may impact client businesses, as well as to increase client understanding of all RSP practice areas. In addition, the firm plans to launch an annual client survey to measure client satisfaction and discover how RSP can best meet clients’ legal needs. The survey will ask clients to rate RSP on criteria such as the perceived value of legal services received, how well RSP understands their business and helps them manage crises effectively, and access to attorneys, among other topics.

“We’ve been building strong long-term client relationships for nearly fifty years, and a large part of that is listening to what clients need,” Gayle explained. “We’re continuing that tradition with this digital survey to find out how we can improve to better ensure that we contribute to our client’s success. It will also give us a good comparative industry benchmark.”

Also, in the works for 2019, RSP seeks to update its client branding and communications through a redesigned website and print materials, an enhanced quarterly newsletter addressing legal and business topics of interest, and new firm and attorney videos.

About Robbins, Salomon & Patt, Ltd.

Robbins, Salomon & Patt, Ltd. (RSP), a full-service law firm in the Chicagoland area for over 45 years, is a strategic partner and champion on behalf of its clients offering well-rounded, superior quality, and solution-oriented legal counsel. RSP represents privately owned businesses, real estate owners and developers, financial institutions, municipalities, healthcare practices, not-for-profits, and public entities. Their primary practice groups include Government Relations, Labor & Employment, Litigation, Banking, Finance, Business Representations, Creditor’s Rights & Bankruptcy, Estate Planning & Probate, Real Estate, Disability Rights, and Taxation. They handle a full range of matters from routine to the most complex transactions. More information can be found at www.rsplaw.com.