

As Featured In...

# Worth

WEALTH IN PERSPECTIVE

# TOP OUR ANNUAL RATING 100

## ATTORNEYS

LAWYERS WHO COUNSEL their clients on personal matters are involved in some of the most critical decisions of their clients' lives, from bequeathing assets and values to future generations to protecting wealth should hardships such as divorce fall upon the family. Each year, WORTH combs the country to find those lawyers who have the rare combination of skill, experience and listening ability that such work requires. Our annual list of the Top 100 Attorneys follows, along with an explanation of our methodology we use when choosing those

**Holland+Knight**  
Alban Salaman, Esq.  
Two Years In A Row



# Holland+Knight

	FIRM CITY	PHONE	AREAS OF FOCUS	CURRENT CLIENTS' MEDIAN NET WORTH	LARGEST CLIENT'S NET WORTH
D.C.					
Alban Salaman	Holland & Knight, Washington	202.457.5938	Trusts, estates; tax; premarital agreements	\$10 million	\$500 million

## WORTH's Top 100 Attorneys Methodology

**DOES YOUR PERSONAL LAWYER** know the latest hands-on approaches to philanthropy? Is that person up on current tax-reform ideas, or familiar with the most sophisticated estate planning tools? If you are about to get married—or considering divorce—does your attorney know about the special challenges faced by affluent clients?

Our Top 100 do. WORTH's editors thoroughly vet nominees for our annual list through a detailed process designed to ensure that those we honor really are the leaders in their respective fields. We begin by asking our readers to nominate attorneys with whom they have had successful working experiences. We then solicit nominations from professionals who regularly interact with leading lawyers: financial advisors, accountants, family office executives and others.

WORTH asks each nominated attorney to complete a detailed questionnaire. Based on their answers, we cull those individuals who are focused more on corporate law than personal concerns. We target those nominees whose

experience is deep enough, who serve clients with sufficient net worth, and who have the professional affiliations and publishing history to indicate that they could provide extraordinary expertise to a WORTH reader.

We also ask more nuanced, probing questions in an effort to discern both the intellectual heft and personal touch of the nominees. We want to know, for example, how they counsel their clients, what qualities they think make a good—or bad—lawyer, and what they think about current trends in their fields. Those with knee-jerk, vague or rote answers are cut; those with the most thoughtful, interesting responses move on.

Finally, we perform background checks. We once again consider client recommendations and work with the American Bar Association's regulatory service to probe actions that may have been taken against any of the candidates. With this step completed, we compile our list, certain that we are, in fact, honoring the top 100 attorneys in the nation.

—Emily DeNitto