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ABC Update

BY SAMUEL D. HODSON

ABC Features Wendy Brewer, Business Bankruptcy Specialist



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Samuel Hodson is a partner with Taft Stettinius & Hollister LLP in Indianapolis and serves on ABC's Board of Directors.

Wendy D. Brewer of Jefferson & Brewer, LLC has used her American Board of Certification (ABC) board certification in business bankruptcy law to launch a boutique firm in Indianapolis. She earned her board certification as she was transitioning from associate to partner with the Indianapolis office of Barnes & Thornburg LLP in 2007. Many lawyers leave larger firms to experience a small firm culture that might be better suited to their personalities and family needs. Unfortunately, most must also leave their large clients and complex matters for less lucrative and intellectually satisfying work. Brewer has managed to continue her high-level practice in a smaller firm setting. Despite consisting of only three lawyers and a paralegal, her firm offers high-level assistance in complex commercial bankruptcy and commercial litigation matters.

Jefferson & Brewer's success is attributable in significant part to its partners' reputations in the Indianapolis legal community. A regular honoree in *Super Lawyers* and *The Best Lawyers in America*, Brewer was recently named the *The Best Lawyers in America* "Indianapolis Lawyer of Year" for 2016 in the mortgage banking foreclosure practice area. The firm has enjoyed success in attracting work from referral attorneys and directly from new clients.

An ABI member since 2003, Brewer credits her ABC board certification with giving both referral lawyers and clients the confidence that they can obtain "big firm"-quality service from their boutique shop. She has found the ABC designation



Wendy D. Brewer

especially helpful when courting corporate clients and clients based outside of Indianapolis. The ABC's rigorous application and maintenance requirements provide comfort to new clients who need to rely primarily on biographies in choosing their lawyers. Her ABC designation has also been useful in distinguishing her firm before institutional clients seeking to trim their approved firm lists.

In addition, Brewer regularly utilizes the ABC directory (available at abcworld.org) to place her own referrals in geographic areas where she is not familiar with the legal community. The knowledge that an attorney has been board certified is comforting when helping a client find a reliable and skilled attorney in another jurisdiction. **abi**

Editor's Note: *If you are planning to take the ABC exam, you can now sign up for a prep course being offered by ABI and ABC at abi.org/abcprep.*

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