

Frequently Asked Questions

Can you tell me about Nelson Mullins?

Currently, Nelson Mullins has more than 575 attorneys and government relations professionals practicing from 18 offices with a regional concentration on the Eastern Seaboard of the United States. The Firm is currently ranked by the American Lawyer as the 87th largest law firm. Nelson Mullins has a significant presence in the areas of national litigation defense (including products liability, medical devices and pharmaceuticals), real estate, corporate, health care, intellectual property, and a DC based lobbying and regulatory practice, among others. In addition to its strength in these areas, a very important and notable portion of NM's business is Encompass and Encompass Content Analytics Platform ("EnCAP"). Encompass, a division of Nelson Mullins, is one of the only truly comprehensive data center to courtroom eDiscovery providers in the country. EnCAP, an affiliated entity of the firm, enables businesses to store their information in a secure, controlled manner. We believe these expanded practice areas, eDiscovery and technological enhancements will be extremely beneficial to our ability to represent our valued clients.

Why are Broad and Cassel and Nelson Mullins combining?

Both firms believe the combination will create a Super-Regional law firm and allow the firm to provide broader and deeper legal services to our clients. Combining Broad and Cassel's strong presence in Florida with the existing Nelson Mullins presence along the Eastern Seaboard and other parts of the country will expand the geographic reach of both firms to 25 offices in 11 states and the District of Columbia. Based on our growth throughout Florida and the expanding needs of our clients, the creation of this Super-Regional firm will be a comfortable extension of our footprint. We strongly believe that our firms share the same culture, values and approach to client service which are critical to the success of today's law firm.

What will be the name of the combined firm and the effective date of the combination?

The combined firm will operate in Florida as  **NELSON MULLINS**
BROAD AND CASSEL. This combination will be effective on August 1, 2018.

Where will the offices of the combined Firm be located?



What are the practice area synergies between the two firms?

Nelson Mullins shares many practice area synergies with Broad and Cassel, including in the areas of:

- Litigation
- Real Estate
- Health Care
- Affordable Housing
- Estates and Trusts/Tax
- Corporate and Finance/Tax
- Construction/Infrastructure
- Municipal Finance
- Consumer Financial Services
- Bankruptcy/Insolvency

Through this combination, we will be able to expand our existing practices on a larger platform and we can build upon our combined expertise to incorporate added capabilities, enhanced practices, and broader geographical reach.

What expanded opportunities will the merger offer me as a client of Nelson Mullins Broad and Cassel?

The Nelson Mullins/Broad and Cassel combination will also allow us to expand our practice expertise into the areas of:

- Intellectual Property
- Pharmaceutical/Medical Devices
- E-discovery & Information Governance
- ERISA
- Education
- National Litigation Defense Practice
- DC Lobbying and Regulatory Practice

We believe the addition of these areas will allow us to fully address client needs that may arise.

How will the merger of Nelson Mullins and Broad and Cassel impact my representation?

Our representation of our clients will continue uninterrupted. You will continue to work with the same lawyers and staff as you do now, and we will continue to provide you with the same quality legal service you are accustomed to receiving.

Will client relationship partners and attorneys change?

Our goal is for the combination to be seamless to our clients with uninterrupted service. Therefore, existing client service teams will continue with the opportunity to add expanded resources and expertise.

Will the billing rates charged for my representation change?

No. We will continue to represent you at the previously agreed upon rates for your matter. Client relationship partners will continue to determine the billing rates they believe most appropriate for their clients.

Will I need to execute a new engagement letter?

New engagement letters will not be necessary for existing matters. For new matters opened after August 1, 2018, you will need to execute a new engagement letter.

Do clients need to take any action as a result of the combination?

As previously mentioned, our goal is for the combination to be seamless to our clients with uninterrupted service. At this time, clients do not need to take any action. If you have questions, please feel free to contact us.

Will the e-mail addresses of Broad and Cassel attorneys and staff change?

Yes, as of August 1, 2018, all Broad and Cassel attorneys and staff will be assigned “nelsonmullins.com” e-mail addresses. However, e-mails sent to the existing Broad and Cassel e-mail addresses will be auto-forwarded to the new e-mail addresses at Nelson Mullins, so your ability to communicate with us will continue without interruption. We will provide you with new v-cards so you can update our information in your contacts.

Where can I find additional information about Nelson Mullins?

Please visit the Nelson Mullins website at www.nelsonmullins.com.