

Michael Heller Discusses Firm's Growth with The Legal Intelligencer

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Following Cozen O'Connor's submission to the Am Law 100 survey, Michael Heller, Executive Chairman and CEO of the firm, spoke with a reporter from *The Legal Intelligencer* about the firm's numbers for 2023 and the firm's plans for 2024.

The firm has experienced "steady, sustainable, strategic growth" for the last ten years, according to Heller. In 2023, gross revenue was up 34 million to over \$653 million. Heller credits the firm's diversified practice mix and income stream for this consistent growth. "We're not looking for a business that's up 20% in the good years and down 8% in the bad years. We have looked to build a diversified business that will consistently do well in a good or bad economy by diversifying our practice mix, diversifying our geography, building ancillary businesses, and creating a broader value proposition for our clients."

Heller also discussed the firm's Return to Office plans and plans for optimizing office space.

To read the complete article, [click here](#). (Subscription required).