



## Press Release

**Contact:**

Amy Rossetti  
Berbay Marketing/PR  
310-405-7330  
amy@berbay.com

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### **LEGAL SALES AND SERVICE ORGANIZATION ANNOUNCES RECIPIENTS OF 2<sup>ND</sup> ANNUAL LEGAL SALES AND SERVICE AWARDS**

*-- Winners include Allen Matkins, Barbosa Müssnich Aragão and Cairncross & Hempelmann --*

**BOSTON** – [Legal Sales and Service Organization](#) (LSSO) held its 13<sup>th</sup> Annual RainDance Conference in Chicago, Illinois on June 7 and 8, 2016. The two-day event is known for attracting sales and service thought leaders and those who help shape the legal industry. For the second year, LSSO sponsor [Berbay Marketing & PR](#) reviewed and presented awards to three firms in recognition of their success in using client retention, client growth, new business development, client service, and process improvement strategies to steer the future of their firms. Awards and recipients included:

- Sales & Service Team of the Year Award – the team of Allen Matkins spearheaded by Adam Stock, Chief Marketing and Client Services Officer
- International Sales & Service Executive of the Year – Alexandra Monterio, Business Development Senior Manager at Brazil’s Barbosa Müssnich Aragão (BMA) Law Office
- U.S. Sales & Service Executive of the Year – Krystal LeVeque, Client Service Director at Cairncross & Hempelmann

According to [Silvia Coulter](#), LSSO Co-founder and Principal of [LawVision Group](#), “We’re pleased to salute the results from individuals and teams who have helped their firms drive revenue. It’s very exciting to see from where sales growth is being generated as well as the genesis of the international aspect of that growth.”

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*Legal Sales and Service Organization (LSSO) is your go-to organization for education, ideas and networking focused on legal sales and client service resources. Our goal is to provide law firm business development and service professionals with effective sales and service strategies, focused on helping to bring in new business and to develop and retain clients through outstanding and competitive service delivery strategies.*

Legal Sales and Service Organization

Website: [www.legalsales.org](http://www.legalsales.org)

Email: [kim@legalsales.org](mailto:kim@legalsales.org)