

Michael Heller talks to the American Lawyer about Firm's Continuing Growth

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Cozen O'Connor's Executive Chairman and Chief Executive Officer, Michael Heller, was featured in the American Lawyer article, "Seeing Growth Across the Board, Cozen O'Connor Uses Profits, Not Partner Capital, For Investment."

"Our business model has always been based on expansion and diversity of our practice mix in addition to building or acquiring ancillary businesses. 2024 was just another year consistent with that strategy," Heller. "We're constantly looking to create additional value for our clients, both within and without the legal industry, and so 2024 is just representative of that growth and expansion."

Cozen O'Connor, saw 8.4% growth in gross revenue, bringing in about \$708.1 million. The firm's bottom line increased by 3%, earning \$230.6 million in profit, a roughly \$7 million jump.

According to Heller, Cozen O'Connor's success in business litigation, construction litigation, corporate work, and lobbying practices, along with its longstanding insurance practices, were crucial to its performance in 2024.

The firm's offices in Boston, New York, Los Angeles, Miami, and Vancouver were key geographical growth markets in 2024. Over the course of the year, Cozen O'Connor also added two new ancillary businesses—a family office service provider and a third-party administrator focused on Family and Medical Leave Act and Americans with Disabilities Act claims.

"We subscribe to the model that larger is better, and we will continue to look to build the firm and expand as we have historically," Heller said. "We're trying to balance that with maintaining the culture of the firm that our colleagues really appreciate."

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