

**Excello Law**

 **The point  
of difference**



# Excello Law

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## THE POINT OF DIFFERENCE

# We're not built for everyone. That is intentional.

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We're not built for everyone. That's the point.

We work with experienced lawyers who have earned the right to expect more, and we protect the standards and culture we've built. That means we are selective in who can join us.

Excello is designed around individuals, not headcount. Our model provides tailored, high-level support as standard, with complete transparency and no hidden costs. You get the clarity and control to shape your practice on your own terms – we take care of the rest.

Leadership you can access, peers you respect, and support that matches your standards. That combination is rare, and it's what makes Excello different.

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## WHY EXCELLO

# What makes us the leading fee share firm in the legal market?

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**16**

Number of years Excello Law has been in the fee-share market.

**200+**

carefully selected leading experts.

**98%**

Retention rate: highest in the industry.

**42%**

of matters opened are generated through internal referrals.

**10**

law firms within Excello's House of Brands.

## THE POINT OF DIFFERENCE

# Why choose Excello Law?

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Excello's difference is not a single feature. It is the combination of standards, behaviours, and intent that shapes how we operate:

### **Selective by design**

- » We work only with highly accomplished lawyers, ensuring a community defined by quality, not scale, and protecting the culture that makes Excello unique.

### **Accessible leadership**

- » Our leaders are close to the business and to lawyers, listening carefully, responding decisively, and acting to support individual goals.

### **Collaboration without competition**

- » Our curated internal referrals model encourages collaboration over rivalry, connecting you with the right work and the right colleagues to build strong teams for major matters.

## THE POINT OF DIFFERENCE

# Why choose Excello Law?

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### **Support without compromise**

- » From associates and paralegals to finance, compliance, insurance, IT, and business planning, every aspect of running a practice is handled for you, with transparency and no hidden costs.

### **Built around the individual**

- » You can operate under Excello Law, create your own brand, or use a registered trading name within our House of Brands. The structure supports your practice, tailored to your ambitions.

### **Connected and flexible**

- » Work from home or from any of our 12 offices across the UK and internationally, each offering the presence, support, and atmosphere of a local team.

### **Experience that inspires confidence**

- » With over 15 years pioneering the consultancy model, our track record reflects a culture where lawyers succeed and thrive, and the 97% retention of our lawyers demonstrates its strength.

## PREMIUM SUPPORT

# What tailored support do we provide?

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### Initial investment & planning

- » Access loans, start-up support, and tailored business planning to launch and grow your practice.

### Team support

- » Scale your practice with dedicated associates, paralegals, secretaries, and admin staff as needed, so you can focus on client work while handling larger or more complex matters.

### Full induction programme

- » Start confidently with introductions to the whole team, plus help with file transfers, previous firm restrictions, and onboarding to Excello systems.

### Finance & compliance

- » Billing, collections, insurance, and full regulatory compliance handled for you.
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## PREMIUM SUPPORT

# What tailored support do we provide?

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### **Business development & marketing**

- » Support to grow your client base and reputation, including campaign materials, PR, digital presence, collateral, and custom websites.

### **IT & technology**

- » Secure UK-based cloud systems for smooth and efficient practice management.

### **Community & events**

- » Regular opportunities to connect and collaborate within the Excello network. Our *Excello Inspire* programme provides training and development to help you grow your practice confidently.

### **Wellbeing & lifestyle**

- » Resources and initiatives to help you maintain balance and manage stress.
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## EXCELLO TEAM

# Events to inspire

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**Excello Inspire** is a series of events designed to help our lawyers grow their legal practices. From business development workshops and networking to inspirational speakers, we provide a platform that equips lawyers with the tools to succeed.



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**Inspirational speaker sessions:** keynote speakers sharing their remarkable stories.



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**Wellbeing workshops:** focused on mental and physical health plus access to counsellors and life coaching specialists.



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**Networking events:** bringing our lawyers together to connect, share insights, inspire one another and enjoy meaningful interactions.



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**Training sessions and forums:** designed to equip you with the essential skills and insights needed to grow and sustain a successful legal practice.



## OUR RECRUITMENT PROCESS

# We're committed to excellence

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Excello Law is committed to working exclusively with highly experienced and reputable lawyers, accepting only those who align with our core values of excellence and integrity. If we're the right match, we'll collaborate with you to find the best path to join us.

### These include:

- » as a fee-share partner.
- » as a team: transition with your existing team, including PAs and paralegals.
- » starting your own practice: launch your own legal practice with the backing of Excello Law.



SPEAR'S 500

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"Excello Law stands out because of the incredible calibre of its lawyers. Whenever I refer work or team up on projects, I know I'm working with professionals."

**Gitta Altmann**  
Corporate Lawyer

# Join us



**We seek** experienced lawyers who know they want more from their firm.



**We believe** lawyers at this level should expect a higher standard, built around the individual.



**We maintain** a strong network by exclusively bringing together highly accomplished and reputable lawyers.

If you're interested in a confidential conversation, book with us today.

If you're interested in starting your own branded legal practice, please email us at [joinus@excellolaw.co.uk](mailto:joinus@excellolaw.co.uk) for more information.

**For more details.**

Email: [joinus@excellolaw.co.uk](mailto:joinus@excellolaw.co.uk)

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