Wheeler Trigg O'Donnell

Carolyn Fairless Named to MCCA Top 10 Rainmakers

News
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Denver: The Minority Corporate Counsel Association named WTO Managing Partner Carolyn Fairless to its Annual List of Rainmakers, recognizing 10 attorneys nationwide for their standout talents. In its Spring 2017 issue of *Diversity & The Bar*, MCCA described Fairless among those who prove "that the profession has talented lawyers who also have valuable business development skills."

"It is a huge compliment to have clients choose me," reported Fairless, "particularly in my work, which mostly involves representing other lawyers and other firms." In the profile, Fairless states that she never set out to be a rainmaker. "That simply developed over time as I worked hard for my clients."

Fairless's experience serves as a reminder that business development need not be an attorney's sole focus, or even the primary focus, in order to develop business. WTO Chairman Michael O'Donnell served as a mentor to Fairless. "In her practice and demeanor, Carolyn exemplifies what it means to put clients first. She engages people at a genuine human level, not in an artificial or transactional way. Clients *like* Carolyn and trust her; she makes it easy, from first impression, to imagine hiring her to handle their legal matters."

Related Professionals

Carolyn J. Fairless
Partner

For her part, Fairless seems aware that she occupies a position other lawyers may envy. “I’m fortunate that I’ve been able to do work I’m passionate about for clients I care about,” she says. “The business just followed.”

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