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FBT Gibbons Earns BTI Super Listener A-Team 2026 Distinction

FBT Gibbons has been named to the BTI Super Listener A-Team 2026: Clients Rank Law Firms Best at Business Development, a distinction awarded by BTI Consulting Group based exclusively on direct client feedback.

The recognition places FBT Gibbons among a select group of firms that clients identify as setting the standard for listening, relationship-building, and translating client needs into meaningful business outcomes.

Among the firm's distinctions:

- Earned a place in the BTI Super Listener 40, recognizing the law firms clients rank best at business development
- Named "Best of the Best" in five of the six core activities that most influence hiring decisions and share of client legal spend
- Recognized for outperforming peers in turning client conversations into trusted relationships and new business opportunities

BTI's findings are based on unprompted feedback from more than 350 leading corporate counsel, making this the only independent ranking focused specifically on the listening and business development behaviors that drive inbound work.

According to BTI, *super listening* is the No. 1 behavior distinguishing top-performing firms, and the most critical factor in building durable client relationships and expanding engagement.

Read the [BTI Super Listener 40 list](#).

About FBT Gibbons

FBT Gibbons LLP is a national law firm focused on serving companies operating and investing in the middle market. With nearly 800 lawyers across 25 offices, the firm is positioned to support clients ranging from large multinationals to mid-sized businesses and growth-oriented startups across the United States.

FBT Gibbons provides legal counsel enriched with valuable business and market context, particularly in corporate, litigation, and regulatory matters within the energy, finance, life sciences, and manufacturing sectors. The firm is committed to delivering excellent service to its clients, colleagues, and the communities in which it operates.

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