

## Our Approach

Anyone can talk about providing excellent client service – but we’ve been doing it for more than 60 years.

It’s all about relationships.

Since 1955, Manning Fulton has had the privilege of helping top-tier businesses and individuals succeed. We do it by combining our experience and expertise with a keen understanding of today’s challenges. Our mission is to build rock-solid relationships based on:

- Trust
- Collaboration
- Communication
- Mutual respect and integrity
- Innovative solutions
- Great results

Our clients include public and private companies, REITs, insurance providers, franchisors, manufacturers and organizations of all sizes – including some of the state’s largest privately-held companies. We also help executives and business owners preserve their wealth and plan for the financial security of their families and companies.

### What Matters Most to You, Matters Most to Us

Strong relationships don’t just happen. They take time, effort and commitment. We get to know our clients. We visit their offices and learn about their businesses. We understand their goals.

That’s why our clients think of us as not just their lawyer, but someone who cares about them. Someone who shares their vision.

Watch a preview of Manning Fulton’s client-first philosophy.

### Our Focus is on Your Bottom Line

We don’t believe in over-lawyering. We won’t waste your time or money. We understand you want the quickest, most efficient path to your goals, and we love coming up with new and creative ways to get you there.

As a mid-size firm, we offer the best of both worlds: proven, experienced counsel and a lean, proactive operation that keeps overhead costs to a minimum – which means lower fees for you.

### Deep Roots, Modern Insights

No law firm knows North Carolina better than we do. Our founder Howard Manning was a legendary presence in the state bar – his grandfather helped start the UNC School of Law – and co-founder Charlie Fulton worked for decades with the top real estate developers in North Carolina to make this area the vibrant boomtown it is today.

Experience, expertise, professionalism and putting our clients first. Those are our hallmarks. And we have a deep and talented bench. Our average attorney has 20 years of experience, which means your case will be handled by someone who knows what they’re doing.

Many of our lawyers have been at Manning Fulton for their entire careers. This provides the stability required to

build lasting relationships.

But while our roots run deep, our thinking is modern.

Our lawyers were trained and educated at some of the best schools in the country. Once here, they continue their immersion in the law by staying on top of breaking trends and teaching their peers at legal seminars.

#### Awards and Accolades

Manning Fulton has been ranked in the regional Top Tier of Best Law Firms by U.S. News and World Report in the areas of Corporate Law, Eminent Domain & Condemnation, General Commercial Litigation, Government Relations, Real Estate, Tax, and Trusts & Estates.

Individual lawyers have won recognition in “Bet-the-Company” Litigation, Government Relations, Commercial Litigation, Medical Malpractice Law, Corporate Law, Real Estate Law, Eminent Domain & Condemnation Law, Tax Law, Franchise Law and Trusts & Estates.

Other honors and memberships include:

- American College of Real Estate Lawyers (ACREL)
- American College of Tax Counsel (ACTC)
- American College of Trust & Estate Counsel (ACTEC)
- Benchmark Litigation
- Best Lawyers’ “Best Law Firms”
- Best Lawyers in America
- Business North Carolina “Legal Elite”
- Chambers & Partners USA
- International Association of Defense Counsel (IADC)
- Martindale-Hubbell Law Directory (AV Ratings)
- North Carolina Lawyers’ Weekly “Leaders in the Law”
- North Carolina Super Lawyers
- Triangle Commercial Real Estate Women (TCREW)

But awards and honors don’t tell the whole story. The real measure of Manning Fulton’s success can be judged by the loyalty and affirmation of our clients. They stick with us because we deliver for them.

It’s those kinds of relationships that define the Manning Fulton way.

“When working with outside counsel, we value proactive attorneys forthright in their opinions, innovative in their solutions, and possessing the experience to execute on the developed strategy. Manning Fulton’s attorneys embody all of these attributes.”

*Beth H. Vannoy*

*Chief Legal Officer & Director | Window World, Inc.*