

MEDIA MENTIONS

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Dean Boeschen Discusses Associate Origination Credit with *The American Lawyer*

Husch Blackwell Chief Growth Officer Dean Boeschen recently spoke with *The American Lawyer* to discuss associate origination credit, which is usually reserved for partners.

Husch Blackwell's program has been in place for more than a decade and pays a percentage of direct margin dollars to reward associates for profitable engagements.

“When we have our summer classes come in, I always tell them to look around the room when you’re sitting in class. Some of those people are going to be clients or attorneys referring you work because there’s a conflict,” Boeschen said. “It’s never too early to make those contacts and to start those relationships because those early relationships develop into longtime friends and hopefully clients.”

Read the full article: [Some Big Law Associates Are Raking In Six-Figure Origination Bonuses—And Others Want In \(log-in required\)](#)