



CASE STUDY

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# From Ironworker to Litigation Leader: Keches Law Group's Path to Justice and Bold Growth

Keches Law Group



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## OPPORTUNITY

Keches Law Group, one of New England's largest personal injury law firms, recognized a strategic opportunity to modernize the firm, accelerate growth and strengthen its market presence. Sean Flaherty, managing partner, sought capital from Esquire Bank to buy out retiring senior partners, finance advanced case resources, invest in key growth areas, and pursue high-value litigation opportunities, and elevate the firm's position.

## SOLUTIONS

Partnering with Esquire Bank, Keches Law was able to obtain a term loan to buy out retiring partners, a line of credit to finance case costs, unlocking capital to invest in key business areas, and a general line of credit to finance other business needs and growth.

## RESULTS

Keches Law Group increased revenue by 71% in one year, opened five new offices, and expanded its caseload to 14,000 annually. The firm also launched operations in Pennsylvania and established a national referral network, with active partner firm cases in all 50 states.

## Overview

Founded in Boston in 1986 by George Keches, **Keches Law Group** has grown from a local practice into one of New England's largest and most respected personal injury firms. Under the leadership of Managing Partner Sean Flaherty, a former union ironworker and one-time client—the firm has remained deeply connected to its working-class roots while achieving extraordinary growth.

The firm now boasts a team of over 250 employees, including more than 70 attorneys, and has established a national referral network with active partner firms in all 50 states.

With high-profile partnership such as its role as the official law firm of the New England Patriots and Boston Bruins, Keches Law Group continues to solidify its reputation as the national leader in personal injury and workers' compensation law—built on trust, results, and an unwavering commitment to the communities it serves.

## CHALLENGE

### The Vision for Expanding Keches Law Group

Sean Flaherty's journey from injured ironworker to Managing Partner of Keches Law Group instilled in him a profound empathy for injured workers and a clear vision for the future of the firm. Inspired by his own experience with a workplace injury—and his father's workers' compensation case—Sean committed his career to advocating for those who need it most.

As Keches Law Group grew into one of New England's leading personal injury firms, it faced common financial challenges of contingency fee practices—funding complex case preparation, buying out retiring partners, and scaling operations sustainably. Historically, the firm relied on internal, partner-driven funding, which limited opportunities for expansion, leadership development, and strategic investment.

“Traditional banks aren't built to serve contingency fee law firms. What sets Esquire Bank apart is their ability to understand and value case inventory—something most banks simply can't do. **That insight allowed us to unlock growth opportunities and solve challenges that traditional lenders couldn't begin to address.**”



Sean Flaherty,  
Managing Partner

**Before partnering with Esquire Bank, the firm primarily relied on partner self-funding. The partnership opened new opportunities to accelerate growth, invest in leadership, and take on complex, multi-jurisdictional litigation that required significant upfront investment—empowering Keches Law Group to expand its reach and impact.**

Recognizing the need for a business-minded, growth-oriented approach, Sean pursued a strategic partnership with Esquire Bank. This move provided capital and flexibility to enhance operational efficiency, invest in high-impact marketing, and recruit experienced leadership—positioning Keches Law Group to scale purposefully while staying true to its mission of serving working families.

**“To succeed and grow, you must operate like a high-performing business—because doing so ensures you can continue to make a meaningful impact for the people you're committed to helping.”**



Sean Flaherty,  
Managing Partner



## SOLUTIONS

### Record-Breaking Growth

Partnering with Esquire Bank provided Keches Law Group with the financial resources to break through growth barriers and execute its strategic vision.

Esquire Bank supported Keches Law Group with a term loan to buy out retiring partners, a line of credit to finance case costs, unlocking capital to invest in key business areas, and a general line of credit to finance other business needs and growth.

“[We have] a term loan to buyout existing partners, a case cost loan to market and grow the firm, and a line of credit for other business needs,” notes Sean.

In 2023, Keches Law Group also broke its record for the most cases opened in a single year, and surpassed that milestone.

#### With Esquire Bank’s support, Keches Law Group:

- Increased marketing expenditures by 142% and salaries by 110%.
- Opened five new offices, expanded digital presence, and invested in more wide-reaching physical presence.
- Added a CEO, CFO, and marketing and HR teams.
- Became the official law firm of the New England Patriots and Boston Bruins.
- Grew its caseload to 14,000 annually.

“Our relationship with Esquire Bank has allowed our firm to grow in leaps and bounds. **Esquire Bank allowed us to scale our business in just a short period of time.** We opened five new offices. We hired more lawyers than we had ever in a year and opened more cases than we ever opened in a year as well.”



**Sean Flaherty,**  
Managing Partner

**Broke record  
for most cases  
open in a single  
year in 2023**

And surpassed that milestone in 2024.

## RESULTS

### Expanding Reach and Delivering Results

Keches Law Group, in partnership with Esquire Bank, has grown revenue significantly, experienced its best year for new cases and revenue, and expanded its offices across New England, New York, Pennsylvania, and North Carolina. The law firm has entered high-profile practice areas, including class action litigation, Camp Lejeune cases, and sexual assault litigation, opening new avenues to help more clients.

Looking ahead, Sean is eager to continue expanding Keches Law Group's reach and impact, leveraging Esquire Bank's financing solutions to remain a leader in personal injury and workers' compensation law.

"As a result of Esquire Bank and the solutions that they provided us, we were able to buy out retiring partners, grow the law firm, and have the **largest and most profitable year in the history of the law firm.**"



**Sean Flaherty,**  
Managing Partner

**Keches Law Group achieved a 71% revenue increase in one year, opened five new offices, and expanded its caseload to 14,000 annually.**

They are the official law firm of the **New England Patriots and Boston Bruins.**

With Esquire Bank's financing solutions and strategic partnership, Keches Law Group has built a strong foundation for sustainable law firm growth and remains a leader in personal injury and workers' compensation law.

### Ready to Succeed Boldly?

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