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IGI/The Lenzner Firm Make Key Hires to Accommodate Growth and New Practice Areas

Former Federal Prosecutor and White House Lawyer Arun G. Rao Joins IGI as Executive VP

WASHINGTON – [IGI](#) and its affiliated law practice, [The Lenzner Firm](#), have made several key new hires to accommodate continued business growth. The organization is on track for a 40% increase over last year in revenues from its unique combination of legal, risk advisory, and investigative services.

[Arun G. Rao](#) joins the firms as Executive Vice President after more than a decade of service as a federal prosecutor, most recently as the Chief of the Southern Division of the U.S. Attorney’s Office for the District of Maryland. Drawing on his background at the U.S. Department of Justice, the Office of the White House Counsel, the New York County District Attorney’s Office, and in private practice, Rao brings expertise and management experience to match the growth of the firms’ work for new and existing clients.

As a member of the senior executive team, Rao’s responsibilities include leading corporate internal investigations, advising clients on risk management, white-collar prosecutions and government investigations, as well as leading business development initiatives. Rao also will help oversee the expansion of the organization’s due diligence and vetting practice, having gained significant experience vetting executive branch nominees while at the White House.

“As we continue to expand our capabilities to offer clients a full-service solution to their legal, regulatory, competitive, and reputational challenges, IGI/The Lenzner Firm will benefit from the mix of litigation, investigative and management skills that Arun brings to the table,” said CEO Jonathan Lenzner. “Arun has the leadership and relationships to help expand our entire business, including our new emphasis on vetting, online reputation management and crisis public relations to meet growing client demands.”

Selected by then-United States Attorney Rod Rosenstein to serve as the Chief of the Southern Division of the U.S. Attorney’s Office for the District of Maryland, Rao supervised federal prosecutors responsible for criminal cases in a geographic area with more than two million people and managed a 50-person staff, including as many as 30 federal prosecutors. He also personally handled a wide variety of complex and high-profile criminal cases, including matters involving health care fraud, terrorism, money laundering, and public corruption.

Notably, Rao led the investigation and prosecution of a former National Archives supervisor who was responsible for the largest theft in history from the National Archives. He also participated in a long-term public corruption investigation into the bribery of elected officials in Maryland, including members of the state legislature. That investigation and subsequent prosecutions led to the passage of Maryland’s Public Integrity Act of 2017.

“With his track record and experience serving in various government roles, Arun will add enormous value to the firm’s clients,” said former Deputy White House Counsel Leslie Kiernan.

Recognized for its expertise in uncovering, analyzing and developing evidence and intelligence, IGI/The Lenzner Firm have made several other new hires this year to its team of lawyers, investigators, researchers and forensic accountants. Most recently, three research associates have joined to assist senior investigators and case managers with fact-finding and analysis for client matters including internal investigations and civil lawsuits into areas such as fraud, corruption, media leaks, and online harassment.

“IGI’s dual focus on corporate investigations and legal counsel is a perfect match for my skills and interests,” said Rao. “I am honored to join this growing team of highly-qualified lawyers, investigators, and researchers and to help build the business for the future.”

For more than 30 years, the Washington-based IGI, and its adjunct law practice, The Lenzner Firm, have offered D.C. insider expertise to clients internationally, including a global internet company, a national healthcare company, and a national political organization, as well as prestigious universities, investment firms, large law firms, elected officials, and entertainers. In addition to due diligence and vetting, internal investigations, online reputation management, litigation, and litigation support, IGI and The Lenzner Firm also provide competitive and regulatory intelligence and public relations counsel to clients under investigation or in litigation.

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IGI and The Lenzner Firm are the preeminent risk advisory and corporate investigations practices based in Washington, D.C., with core specialties in internal investigations, regulatory and competitive intelligence, due diligence, executive background investigations, public relations, and assisting clients in litigation and government investigations. Founded by former Senate Watergate Committee counsel Terry F. Lenzner in 1984, the organizations combines seasoned attorneys with sophisticated analysts, investigators, accountants, and public relations specialists. The firms provide clients with unparalleled strategic counsel and technical expertise. Whether for a Fortune 500 company, Ivy League university, major investment firm, or prominent public figure, the firms help clients solve complex problems, mitigate risk, navigate a developing crisis, and prevail in adversarial situations.

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