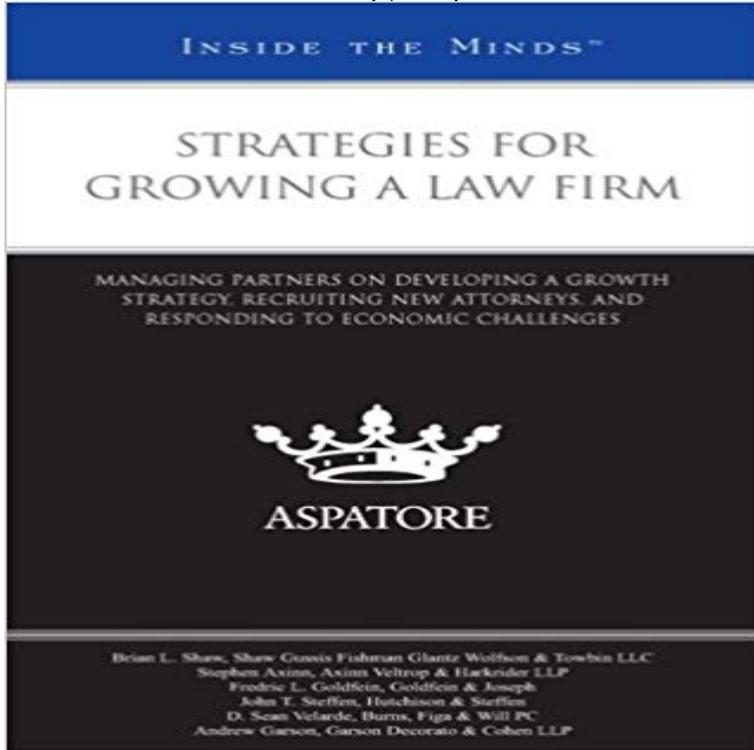


Strategies for Growing a Law Firm: Managing Partners on Developing a Growth Strategy, Recruiting New Attorneys, and Responding to Economic Challenges (Inside the Minds)



Strategies for Growing a Law Firm is an authoritative, insiders perspective on best practices for expanding and developing new areas within an existing law firm. Featuring managing partners from successful firms around the nation, these experts guide the reader through the process of analyzing growth opportunities and discuss the key considerations for each type of growth. These top lawyers reveal their advice to firms on recruiting new attorneys, merging with or acquiring a group of attorneys, and adding new practice areas and revenue sources. From preparing firm staff, space, and technical resources to handle new lawyers to discussing compensation and firm culture, these authors explain important factors in integrating new attorneys into an existing team, and ensuring that the expansion is beneficial to the firm as a whole. Additionally, these leaders offer advice on when not to grow a firm, offer strategies for increasing overall revenue, and analyze expansion opportunities in the current economic climate for small to mid-sized firms. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today, as these experienced attorneys offer up their thoughts on managing law firm growth in the twenty-first century. Inside the Minds provides readers with proven business intelligence from C-Level executives (Chairman, CEO, CFO, CMO, Partner) from the worlds most respected companies nationwide, rather than third-party accounts from unknown authors and analysts. Each chapter is comparable to an essay/thought leadership piece and is a future-oriented look at where an industry, profession or topic is headed and the most important issues for the future. Through an exhaustive selection process, each author was hand-picked by the Inside the Minds editorial board to author a chapter for this

book. Chapters Include: 1. Brian L. Shaw, Member, Shaw Gussis Fishman Glantz Wolfson & Towbin LLC A Strategic Approach to Growth at a Boutique Specialty Firm 2. Stephen Axinn, Partner, Axinn Veltrop & Harkrider LLP Successful Start-Up Strategies in a Challenging Economic Climate 3. Fredric L. Goldfein, Shareholder, Goldfein & Joseph Preparing for and Managing Effective Growth 4. John T. Steffen, Co-Founder and Managing Partner, Hutchison & Steffen Opportunities for Law Firm Growth During a Recession 5. D. Sean Velarde, Managing Director, Burns, Figa & Will PC Assessing Growth Potential and Pursuing Opportunities to Increase Revenue 6. Andrew Garson, Senior Partner, Garson Decorato & Cohen LLP The Fundamentals of Growth for a Boutique Medical Malpractice Litigation Firm

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