

Special Excerpt: Growth Options

2010

Law Firms in Transition

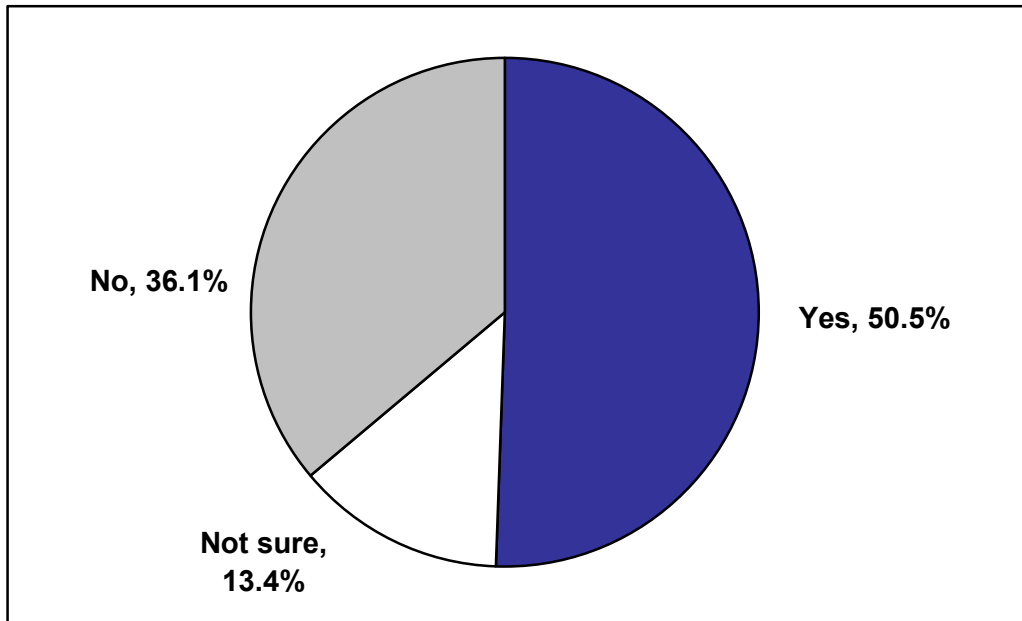
An Altman Weil Flash Survey



All Firms

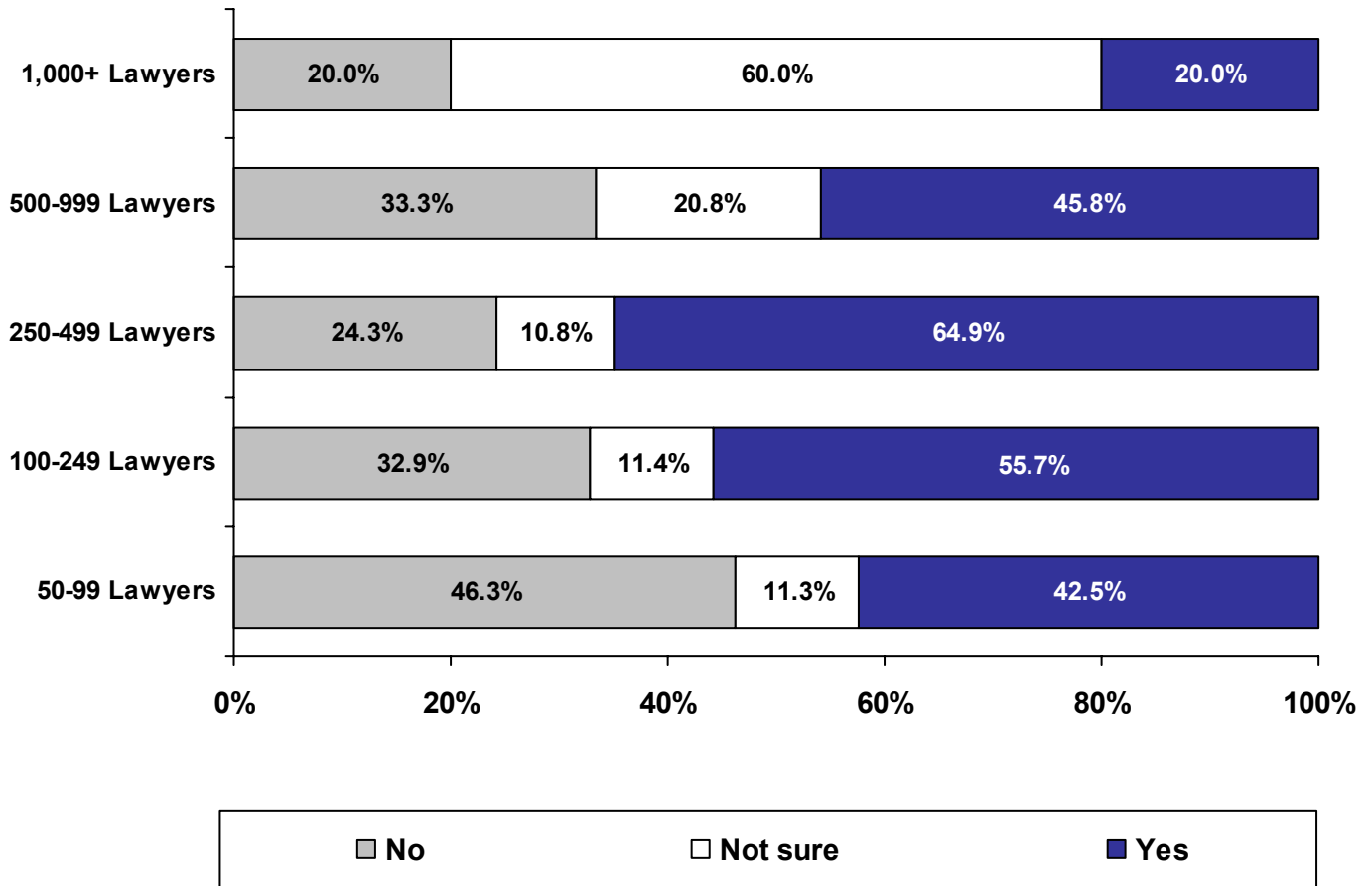
Will your firm be more aggressive about increasing lawyer headcount in 2010 than it was in 2009?

- 50.5% of law firms said they will be more aggressive in adding lawyers compared to 2009.



By Firm Size

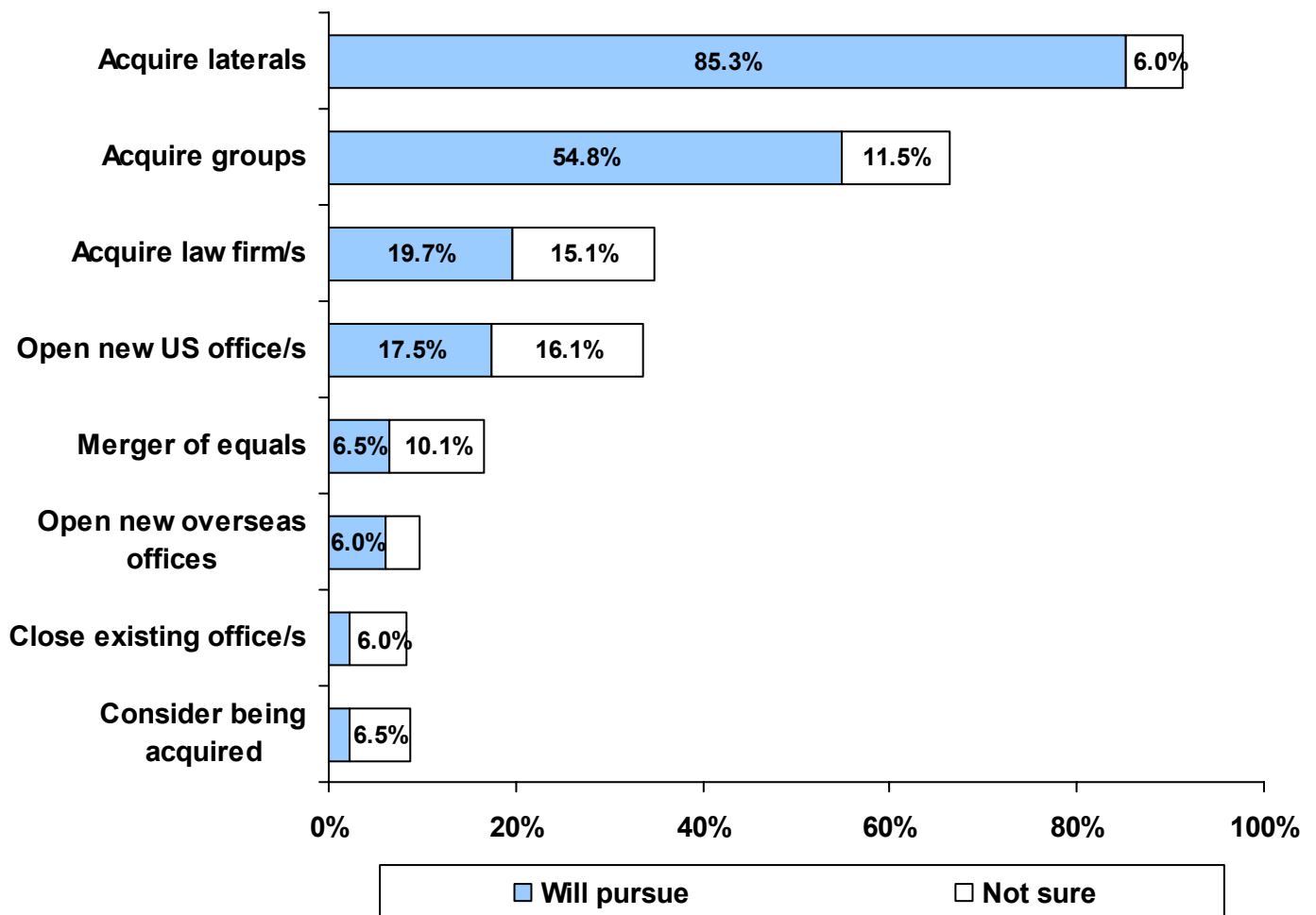
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All Firms

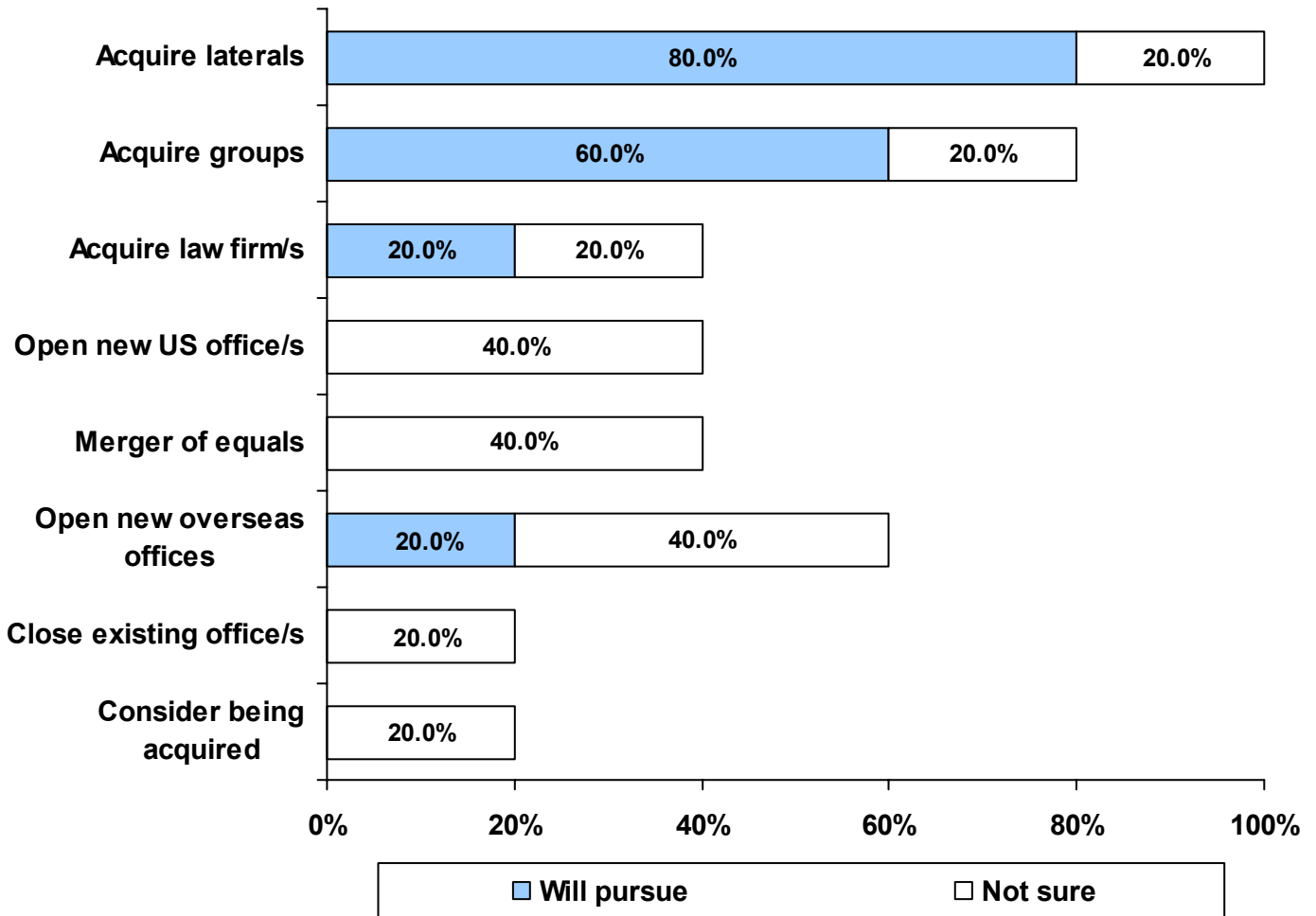
What growth options will your firm pursue in 2010?

- The overwhelming strategy of choice for growth is addition of laterals followed by acquisition of groups of lawyers.
- Firms believe that adding laterals is easier, less expensive, and less risky. The reality is that many laterals (some believe more than 50%) do not ever reach their stated objectives in terms of bringing clients and revenue to the firm.
- There are better and more useful ways to engage in lateral recruiting and firms will need to find ways to differentiate themselves in a market where everyone is pursuing the same strategy.



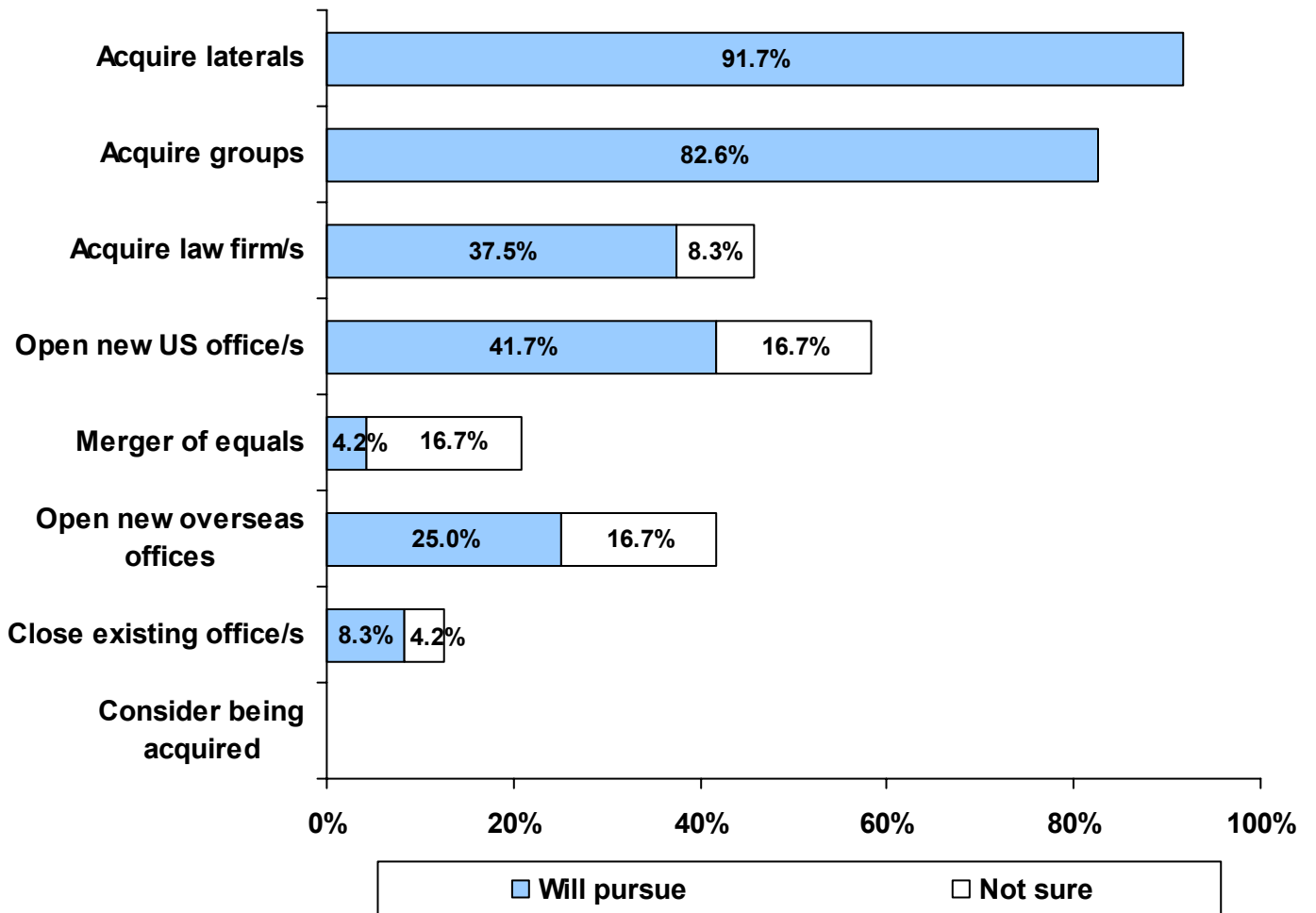
1,000+ Lawyers

What growth options will your firm pursue in 2010?



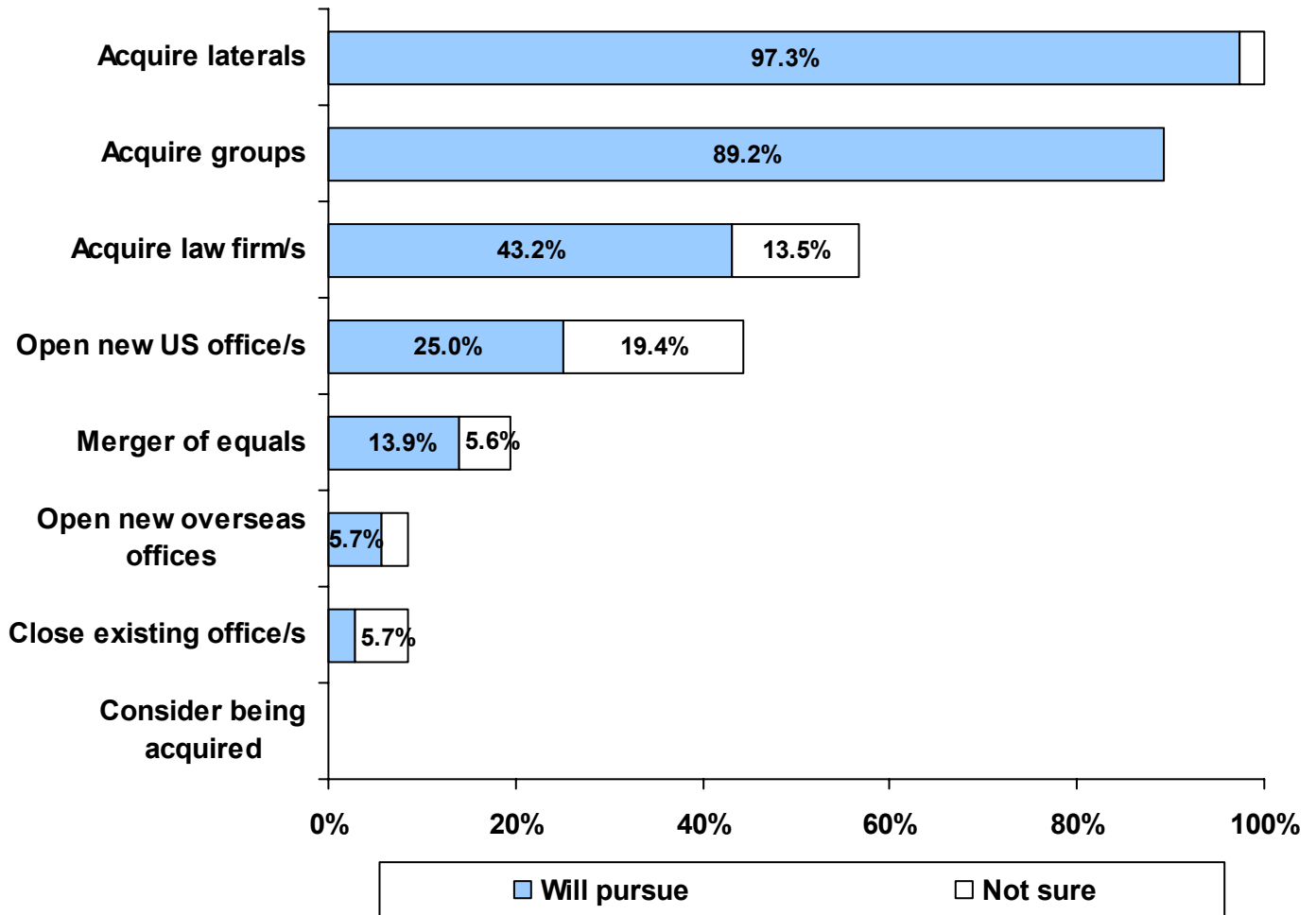
500-999 Lawyers

What growth options will your firm pursue in 2010?



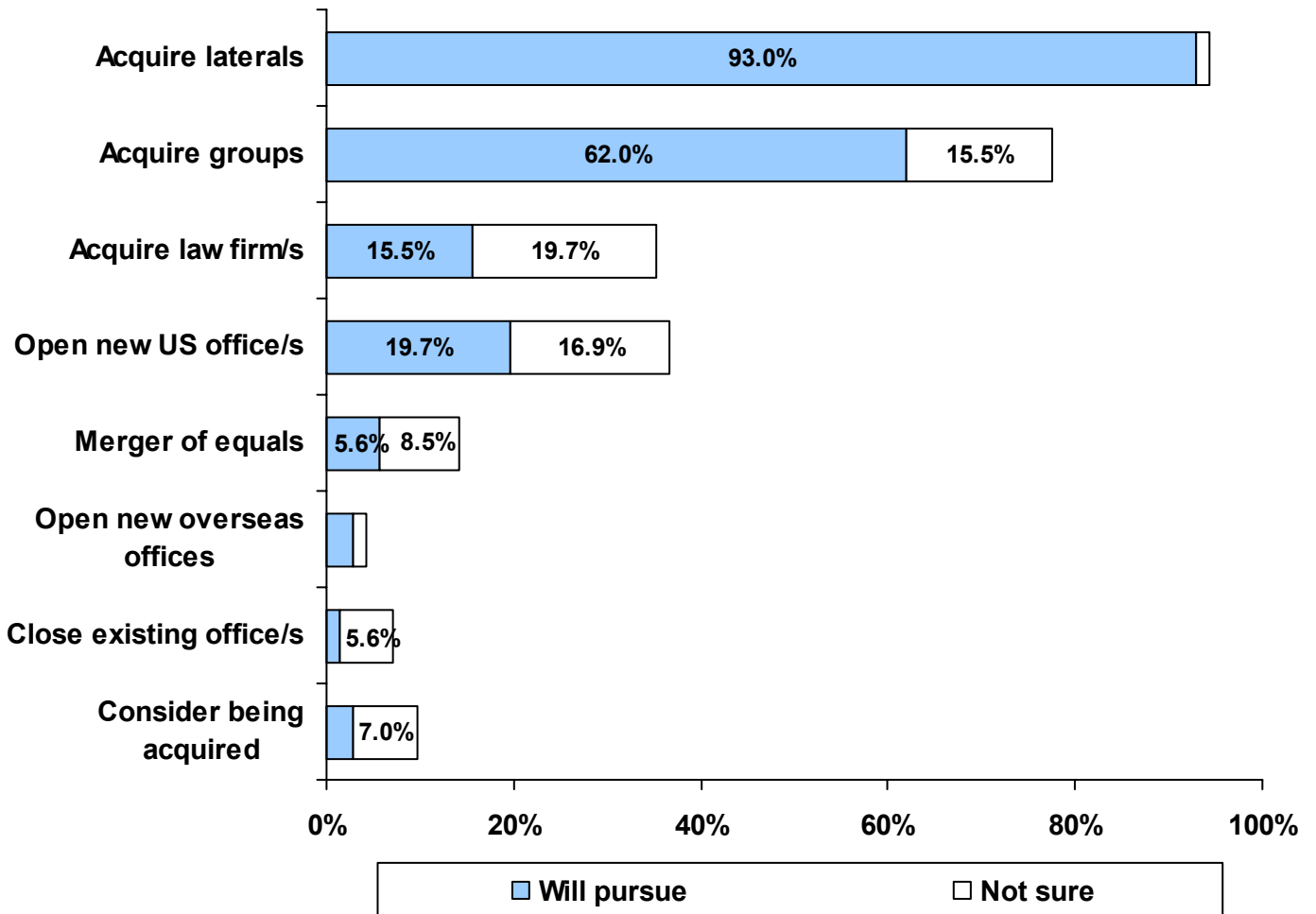
250-499 Lawyers

What growth options will your firm pursue in 2010?



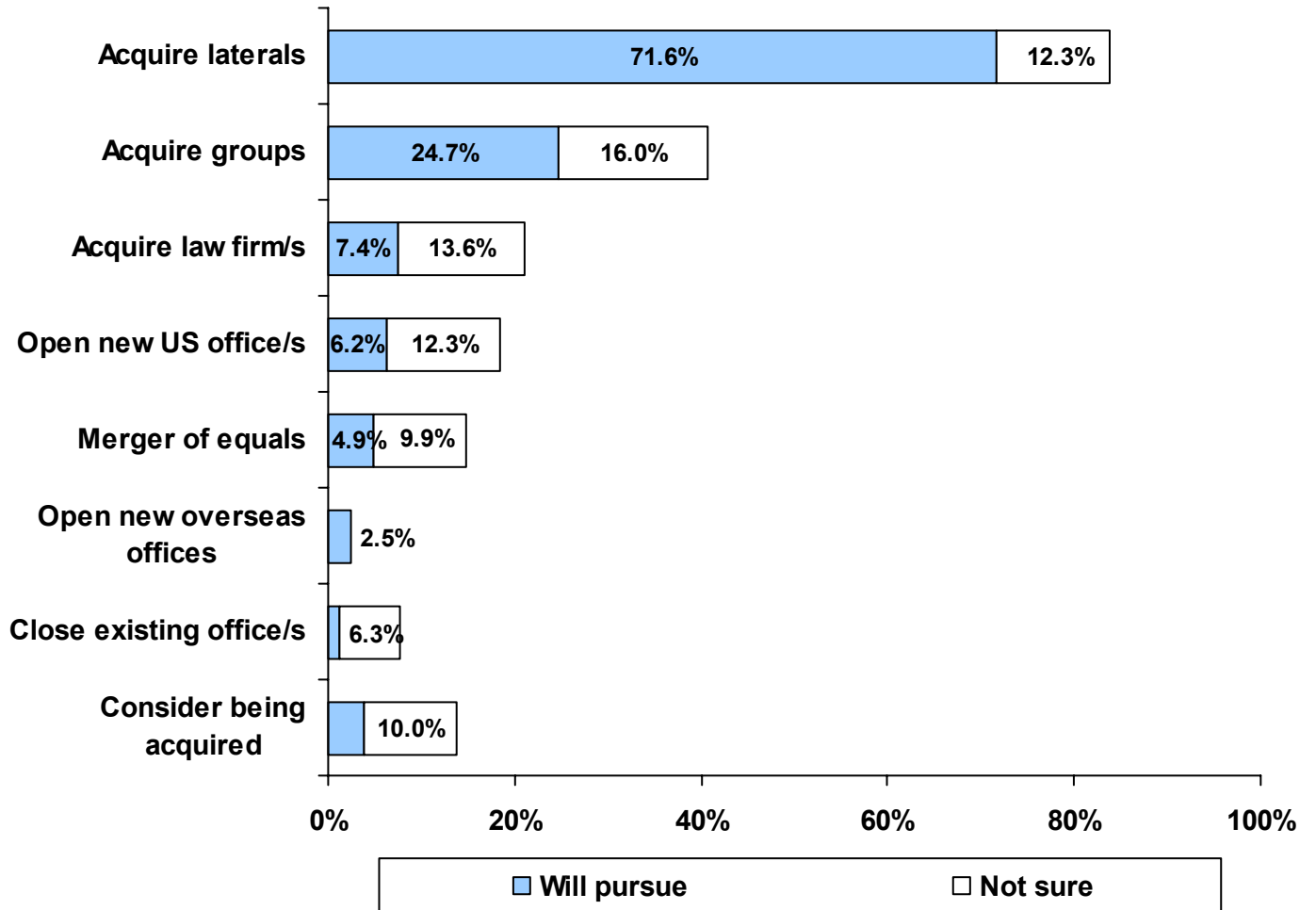
100-249 Lawyers

What growth options will your firm pursue in 2010?



50-99 Lawyers

What growth options will your firm pursue in 2010?



Demographics

In April and May 2010, Altman Weil surveyed Managing Partners and Chairs at 787 law firms with 50 or more lawyers. We received responses from 218 firms for a 28% response rate.

Firm Size	All US Law Firms	Survey Participants	% Response
1,000 +	19	5	26%
500 – 999	62	24	39%
250 – 499	83	37	46%
100 – 249	253	71	28%
50 – 99	370	81	22%
All	787	218	28%

The respondent group includes:

- 38% of 2009 NLJ 250 law firms
- 37% of 2010 AmLaw 200 law firms

* The exact number of lawyers in a law firm changes frequently. The universe of law firms surveyed is based on published directories and league tables available in spring 2010. Survey participants reported their own headcounts.

* Five firms invited to participate in the 50-100 lawyer category reported their size as under 50 at the time of the survey. We have included their responses in the 50-99 lawyer category.