

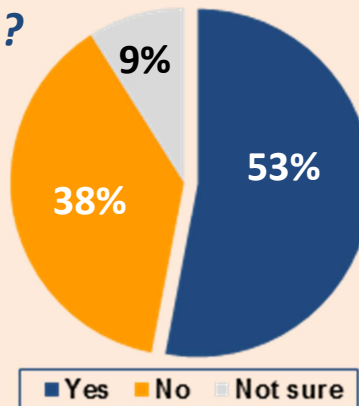
Did your firm add or lose lawyers (with books of business)...

2015	50-249 lawyers	250 lawyers or more
	Added lawyers who brought new business to the firm	81%
Lost lawyers who left and took work with them	42%	62%

"The addition of lawyers with profitable, portable business is a requirement for success."

— Law Firm Chair
2016 Law Firms in Transition

Is growth necessary for your firm's success?



"I think we can succeed if we grow, or if we don't grow. The success will just be different."

— Managing Partner
2016 Law Firms in Transition

www.altmanweil.com/LFiT2016

What growth options will you pursue...

2016	50-249 lawyers	250 lawyers or more
	Will acquire laterals	92%
Will acquire groups	54%	89%
Will acquire law firms	25%	43%

Law Firms in Transition 2016

Are law firms still in transition in 2016? We think so, although the pace of change can seem modest. Despite pockets of true innovation, most firms are choosing to proceed with lawyerly caution in the midst of a market that is being reinvented around them.

Now in its eighth year, Altman Weil's **Law Firms in Transition Survey** continues to document market forces that are reshaping the competitive legal landscape, identify ways in which law firms have responded (or are lagging in their response), and prescribe how law firm leaders can find competitive advantages in a redefined marketplace..

Conducted by Altman Weil in March and April 2016, the Survey polled Managing Partners and Chairs at 800 US law firms with 50 or more lawyers. Completed surveys were received from 356 law firms, including 49% of the 350 largest US law firms and 48% of the Am Law 200.

The complete survey report includes sections on industry trends, market demand and competition, pricing and alternative fee arrangements, efficiency of legal service delivery, lawyer staffing strategies, law firm growth and economic performance.

It is available to download at: www.altmanweil.com/LFit2016.