

Biglaw Partners Should Think Like Franchise Owners

“There can be more than one motivation underlying that sentiment. The chance to earn more money tends to be part of the appeal, particularly if the lawyer is treating an especially successful client as the reference point. But beyond money, attorneys who yearn for a business role are often drawn to the notion of managing a P&L. In other words, they like the idea of being in charge of a business,” reports Lateral Link in *Above the Law*.

“The thing is, if you are a Biglaw partner, you’re already running a business: your practice. It might not feel that way. Maybe you view your firm’s managing partner as the person who is running the business, and relative to that leader, you feel like you don’t have much management autonomy. If that is your view, it may be worth considering that most of the clients on the business side are constrained by decisions made higher up the pyramid.”

Read the article.