U.S. District Judge Sounds Off on Law Firms' High Billing Rates

News

The invisible hand of the free market hasn't been able to exert much control over law firm billing rates, U.S. District Judge Jed S. Rakoff said at a Cardozo School of Law panel discussion about the high cost of the legal system, reports Bloomberg Law.

Companies Use Diversity Data to Hold Law Firms Accountable

News

Facebook's new policy comes on the heels of HP's announcement in February that it would start withholding fees from law firms that don't meet diversity requirements," reports Bloomberg Law.

Notes on a Law Firm Pitch From an In-House Attorney

Insight

On Bloomberg Law, Dennis Garcia, Microsoft Corp, assistant

general counsel, offers an insider’s perspective on how in-house counsel trying to “sell” themselves to their business clients and senior legal department leaders.

Legal Marketing Lessons for Real People

Insight

Two Dallas lawyers are good examples of professionals who have found clever ways to make their personal passions part of their legal marketing efforts, writes Amy Boardman Hunt in a post on the website of Muse Communications, LLC.

BigLaw Layoff Watch: 60 Staff Positions Across 22 U.S. Offices

News

Above the Law is reporting on another big layoff of BigLaw staff, asking the question: Has the Great Associate Pay Raise of 2016 ushered in the Not-So-Great Staff Layoffs of 2017?

Boosting Legal Marketing Through Targeted Emails

Insight

One of the most effective tools for lawyers to attract the attention of referral sources can be found in a well-orchestrated email campaign, writes Bruce Vincent in a blog post for Muse Communications.

Freeborn & Peters and Hargraves, McConnell Announce Combination

News

The combination of Chicago-based Freeborn & Peters LLP and the New York City firm of Hargraves, McConnell & Costigan P.C. is driven by client needs and success of the firm’s growing insurance practice, the combined firm said.

Norton Rose and Chadbourne to Combine in Latest Merger of

Large Law Firms

News

The combination of Norton Rose Fulbright and Chadbourne & Parke will create a single entity with more than 4,000 lawyers and expected annual revenue almost $2 billion, *The New York Times* reports.

How to Use Content Marketing to Grow Your Small Law Firm

Insight

Amy Boardman Hunt of Muse Communications explains some of the main concepts of content marketing and discuss how it can be a potent tool for solos and small law firms with limited marketing budgets.

HP GC to Law Firms: Meet Diversity Mandate or Forfeit Up to 10% of Fees

News

The general counsel of HP has informed its outside law firms that the company may withhold up to 10 percent of invoiced fees for failure to meet its diversity standards, reports the

ABA Journal.

BigLaw Layoff Watch: 150 to 200 Jobs Is a Lot of Jobs

News

Above the Law has fleshed out earlier reporting about significant staff layoffs at K&L Gates, this time with fairly specific numbers of people who have lost their jobs with the big law firm.

Jury Awards Ousted General Counsel $8M

News

A federal jury awarded the former general counsel of BioRad Laboratories $8 million in back pay and damages – which will increase to $11 million – for whistleblower retaliation involving potential bribery in China, according to a Courthouse News article.

Judge Wants Review of Legal Bills After Firms Reveal 9,000 Hours Of ‘Inadvertent’ Double-Billed Times

News

The hourly rates claimed in the firms’ filings, which ranged from $335 to $500 an hour, were often 10 times more than what the lawyers normally earned, according to *The Boston Globe*.

Law Schools Ranked by Their Graduates’ Salaries

News

Cornell ranked first in a recent report that looked at salaries of recent law graduates, according to a Bloomberg Law article.

Challenges Women Lawyers Face in Business Development

Insight

Women promoting their careers or their law practices need to understand that they’re marketing their skillset, and

everything they do is marketing, advises Andrea S. Kramer.

Billable Hour Pricing is Effectively Dead Because of Budget Caps, Report Says

News

The ABA Journal reports on a study released by Georgetown Law's Center for the Study of the Legal Profession and Thomson Reuters Legal Executive Institute.

Hunton & Williams Launches Sustainability and Corporate Clean Power Initiative

News

Hunton & Williams LLP announces the formation of a global cross-disciplinary legal team to advise corporations and investors on issues related to sustainability and efforts to increase utilization of renewable energy

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Client Pitches Cost Up to $70K at Latham & Watkins

News

BigLaw firm Latham & Watkins spends between $30,000 and $70,000 making client presentations to potential clients, reports Bloomberg Law.

Texas Firm Adds Seven

News

Houston-based law firm Ahmad, Zavitsanos, Anaipakos, Alavi & Mensing P.C. has added seven attorneys to the firm.

Why Your Law Firm Needs a Mobile-Friendly Website

Insight

Because many legal consumers use mobile phones to find a lawyer, “lawyers and law firms that want to make a good first impression should ensure that their site can be easily read and searched from phones and tablets,” writes Amy Boardman Hunt of Muse Communications.