

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

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

Bloomberg pulled the information out of a *New York Times* article on the state of the legal industry going into 2017.

Quoting the *Times*' original report:

[Latham & Watkins, according to managing partner William H. Voge] routinely competes for big-ticket legal work, with partners often flying from different parts of the world to showcase Latham's skills against those of five or six competing firms. The cost is not cheap; the firm pays \$30,000 to \$70,000 per presentation.

And it works, he said, because most of the firm's existing clients last year each paid over \$1 million in legal fees. Over all, the firm had profit of \$1.6 billion in 2016, Mr. Voge noted.

Read the Bloomberg article.

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