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.

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.

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.

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.

Brad Hildebrandt is 'Bullish … Conservatively Bullish' on

Law Firms

News

Law firms are inherently stable, Brad Hildebrandt told Bloomberg Law, and the “doom and gloom” prognostication about law firms’ business model is pretty tired,

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Report: Billing Rates Up, Lawyer Productivity Down

News

Lawyers’ billing rates increased by 3.6 percent this year, with an expected hike of another 4.4 percent coming the following year, according to a Wells Fargo study.

Facts in Law Firm Discrimination Suit No Bellwether on Gender Pay

Insight

Sarah Bradbury, senior counsel at Dallas litigation boutique Estes Thorne & Carr PLLC, comments on the recent $100 million discrimination lawsuit against Chadbourne & Parke over claims that female partners are paid less than their male counterparts.

Associate Salary Hike to $180K Cited as Strain to Law Firm Profits

News

In the months since Cravath Swaine & Moore hiked starting salaries for first year associates by 11 percent to $180,000, law firms across the country raised their associate compensation scale to match – and now those pay increases are showing up as profit growth slows at some law firms, according to a new report on the first three quarters of 2016 compiled by Citi Private Bank.

Arnold & Porter to Merge With Rival Kaye Scholer for 1,000-Lawyer Firm

News

Arnold & Porter and Kaye Scholer, winding up months of talks, announced on Thursday that they would combine to become a firm with more than 1,000 lawyers effective Jan. 1, *The New York Times* is reporting.

For Women Who Sued Firms, Alienation Followed

News

Some women who filed gender discrimination claims against their law firms all said they were alienated to varying degrees for speaking out and taking action about what they experienced, according to a report by Bloomberg Big Law Business.

Dollars and Sense: A Real-Time Look at the Financial Performance of the Legal Industry in 2016

Event, Sept. 21, 1 p.m. EDT

Practical Law and competitive intelligence platform Peer Monitor will present a free webinar titled “Dollars and Sense: A Real-Time Look at the Financial Performance of the Legal Industry in 2016.”

What Are the Signs Your Law

Firm Needs Process Improvement?

Insight

In a white paper, consultant George Dunn discusses the signs that a law firm needs process improvement in maintaining good relationships with clients.

Litigation Finance: Driving Law Firm Profitability

Event, Sept. 21, 4:30 p.m.

Bloomberg BNA and Bentham IMF will hold an executive briefing and reception that explores how firms are integrating financing into their litigation practices.

Headhunter Scorned: Inside a Failed Law Firm Placement

News

A Texas-based legal recruiter is seeking up to $1 million in damages from a Holland & Knight partner, saying the lawyer broke his promise and used another headhunter to place him at the firm after the recruiter discussed the opportunity with him.