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Law Firm Turnarounds – Coming Back from the Brink

Law firm failures are rare, but as with all business endeavors there is risk. A firm may find itself overly dependent on one market, service, client or partner. In the current extremely active lateral market, the loss of a few critical partners can start a largely unstoppable cascade into oblivion. Lack of financial discipline, too many under-utilized lawyers or a failure of succession planning can also tip a firm into dangerous waters. Altman Weil principal Jim Cotterman sets forth six core attributes found in firms that have successfully come back from the brink.

[Read the article...](#)

Pricing Strategies 2019

Are law firms like yours raising their rates in 2019? What percentage of their fees come from discounted or non-hourly rates? What are they doing to collaborate and communicate more effectively with clients on pricing? This special report from the *Law Firms in Transition Survey* includes newly released data detailing responses from five law firm size categories.

[Review the survey highlight...](#)

A Record-Shattering Quarter for Law Firm Combinations

After a sluggish first half, US law firm mergers and acquisitions exploded in the third quarter of 2019 with 38 new combinations being announced, according to *Altman Weil MergerLine*. AW principal and merger advisor Tom Clay commented: "Every corner of the marketplace was on display - big deals, regional plays, AmLaw firms cherry-picking premium boutiques, and the meat and potatoes of incremental growth by small firms in local markets."

[Read more and download the Q3 report...](#)

+++ Origination Strategy and Best Practices - This new Altman Weil Webinar will present a strategic framework for compensating origination, including recognizing client acquisition, growth and retention activities, capturing the nuances of differing roles and contributions over time and responding to new market complexities. Join us October 31st!

+++ COO Jobs in NYC and Phoenix - A multi-office, New York City-based litigation law firm is seeking a Chief Operating Officer to oversee all business and financial matters and serve as the firm's principal administrator. A six-office Arizona firm has an opening for a COO to oversee all administrative operations excluding finance. Learn more or apply at the Altman Weil Job Bank.