



## PRESS RELEASE

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For More Information Contact:

Charles Jones

cjones@cjonespr.com or 786-484-9835

## **REGISTRATION BRISK FOR THE MANAGING PARTNER FORUM FOR NORTHEASTERN LAW FIRMS**

**Forum to Be Held In Boston November 4 at the Harvard Club**

**BOSTON - September 23, 2010** – Organizers of The Managing Partner Forum for Northeastern Law Firms said registration for the inaugural event at the Harvard Club of Boston has been brisk and reaffirms industry research showing that despite “doom and gloom” predictions most law firms have fared pretty well through the economic downturn and are expected to resume growth. The November 4 Forum, presented by Law Practice Consultants and TheRemsenGroup, is a CLE-approved, full day conference for managing partners that is highly interactive and features a world-class faculty.

“We are pleased with the strong response from top level leaders with many of the region’s most prestigious and respected law firms,” said John Remsen, Jr., President and CEO of The Managing Partner Forum and President of TheRemsenGroup. “Managing partners realize in order to navigate their firms through these tough economic times, strong and effective leadership is more important than ever. We’ll examine various strategies and tactics firms are deploying as the national economy improves.”

The array of topics selected for the MPF, determined in advance based on input from the Forum Faculty and Forum Advisory Board, include:

- Strategic Planning (including Succession Planning)
- Leading Change and the Role of the Managing Partner
- Compensation Systems
- Staffing and Administration
- Associate Recruiting and Retention (including Gen X, Y and Diversity Issues)
- Firm Governance and Partnership Structures
- Growth Strategies (including Mergers, Lateral Hires and Branch Offices)
- Strategies to Improve Profitability
- Marketing and Business Development

The Forum’s keynote presentations will be “Evolution or Revolution? - The State of the Legal Industry” by Darryl Cross, Vice President - Client Profitability for LexisNexis; and “Update on The Association of Corporate Counsel (ACC) Value Challenge” by Susan Hackett, Esq., Senior Vice President & General Counsel for ACC. The general session also features state-of-the-art Audience Participation Technology (APT) and a panel consisting of four of the country's top law

**TheRemsenGroup**

727 Kirkwood Avenue SE - Atlanta, GA - 30316

404.885.9100 - FAX: 404.885.9111 - [www.TheRemsenGroup.com](http://www.TheRemsenGroup.com)

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firm management consultants consisting of Michael B. Rynowecer, President, The BTI Consulting Group, Inc.; Cross; Clifford; and Remsen.

“Our Opening Session features state-of-the-art audience participation technology which allows participants to anonymously vote on hot topics relating to firm leadership,” said Remsen. “It enables us to provide invaluable bench-marking information that many attendees present at their firm retreats and partnership meetings. “

Since its introduction in 2003, the Managing Partner Idea Exchanges have been consistently rated as the most valuable portion of the Forum participants. The private sessions offer a highly interactive format allowing managing partners to freely share ideas and practical solutions to the challenges of leading a successful law firm.

“We have created a unique environment where you learn with and from other managing partners who face many of the same challenges you do,” said Paul Clifford, Esq., partner of Law Practice Consultants, LLC. “Our interactive format is what sets The Managing Partner Forum apart from other law firm leadership conferences. We'll provide the motivation, tools, peer interaction, and benchmarking data to help you be the most effective firm leader possible. ”

Each MPIE consists of 15-18 managing partners grouped by firm size. A professionally trained discussion leader facilitates the three sessions with participation by some of the country's leading law firm management consultants to discuss “Your Role As Managing Partner...And Getting Paid for It,” “Best practices in Marketing & Business Development,” and “Tackling the Tough Issues.”

The MPIE leaders for the Boston conference are:

- Small Firms (<25 lawyers)  
Facilitator: Christina R. Fritsch, JD  
Business Development/Technology Consultant, ClientsFirst Consulting
- Mid-size I Firms (25-75 lawyers)  
Facilitator: Jeff Reade  
President, Cole Valley Software
- Mid-size II Firms (76-150 lawyers)  
Facilitator: Dr. Sharon M. Abrahams  
National Director of Professional Development, Foley & Lardner LLP
- Large Firms (>150 lawyers)  
Facilitator: Darryl Cross  
Vice President - Client Profitability, LexisNexis

In addition to TheRemsenGroup and Law Practice Consultants, sponsors for the conference include LexisNexis, Boston Business Journal, First Republic Bank, Marbury Creative Group, CJones& Associates Public Relations, Inherent, ContactEase, IOMA, LawFirmRetreats.net, and Moss Cairns.

Following the success of its 2010 Annual Conference presented by TheRemsenGroup in April, The Managing Partner Forum (MPF) released a White Paper analyzing the surveys, insights and

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recommendations collected during the Conference attended by more than 70 managing partners and leaders representing prominent national and boutique law firms from across the country. The final report shows most firms did not perform as poorly financially in 2009 as expected, and leaders are cautiously optimistic about their performances in 2010 and 2011. The complete white paper can be downloaded at: <http://www.managingpartnerforum.org/index.cfm/planning/white-papers/>

To learn more about The Managing Partner Forum, review its resources, or to register for The Managing Partner Forum for Northeastern Law Firms, please visit [www.managingpartnerforum.org](http://www.managingpartnerforum.org) or call TheRemsenGroup at 404.885.9100.

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