



September 2010

## IN THIS ISSUE



### [Welcome](#)

Dear John -

Welcome to our September issue.



### [Upcoming Conference](#)

November 4, 2010  
Boston, Mass.

Registration is now open for The Managing Partner Forum for Northeastern Law Firms to be held on November 4th in Boston. This will be our 17th law firm leadership conference and our first in the northeastern part of the country. We anticipate strong registration. [Click here for details.](#)



### [IOMA Survey](#)

Your Invitation  
to Participate

We invite your firm to participate in IOMA's 2010 Law Firm Financial Management Survey. Participating firms will receive a complimentary copy of the Executive Summary and \$100 off the price of the final report. [Click here to learn more.](#)



### [Featured Articles](#)

Four New Surveys  
Every Firm Leader  
Should Know About

As always, our newsletter features timely articles on law firm leadership and management. This month's "Featured Articles" are actually four recent surveys of particular interest to leaders of smaller and mid-size law firms. [Scroll down for details.](#)

Please feel free to forward this newsletter to others at your firm.



**John Remsen, Jr.**  
President and CEO

THE NORTHEASTERN FORUM - November 4, 2010



## THE MANAGING PARTNER FORUM FOR NORTHEASTERN LAW FIRMS

November 4, 2010 - Boston, Massachusetts

Since 2002, The Managing Partner Forum has presented 16 regional conferences designed especially for managing partners and law firm leaders. More than 675 firm leaders from 450 law firms have participated.

We are proud to present the inaugural Managing Partner Forum for Northeastern Law Firms on November 4, 2010, at the Harvard Club of Boston. This CLE-approved, full-day conference is highly interactive and features a world-class faculty. We invite you to join us.

[→ Click Here to Learn More](#) | [Back to Top](#)

### IOMA's 2010 FINANCIAL MANAGEMENT SURVEY

#### 2010 Law Firm Financial Management Survey

We are delighted to report that the Institute of Management and Administration (IOMA) and The Managing Partner Forum (MPF) have combined forces to undertake a series of short, user-friendly surveys designed to provide timely and meaningful data and analysis for leaders of mid-sized law firms. This new, stream-lined survey will take only minutes to complete and participating firms will receive a complimentary copy of the Executive Summary and a \$100 discount on the final report. The deadline to participate is October 8th.

[→ Click Here to Participate](#) | [Back to Top](#)

### FEATURED ARTICLES

Every month, we review more than a dozen newsletters and periodicals and add the best articles, reports and resources we find to the growing MPF website. In September, we feature several key legal industry surveys. Two of them focus on associates and (surprise, surprise) they are not happy campers these days.

#### **Study: Location, Firm Size Key to Billing Rates**

*by Ross Todd, Law.com*

Here's an interesting article that puts law firm billing practices under the microscope. It studies invoices received by 36 large corporate clients and finds that location and firm size - not lawyer expertise - are the biggest determinants of a lawyer's hourly rate. It also concludes that 75% of proposed rate hikes are accepted, and that a lawyer with the

title of "partner" can charge up to \$100 more per hour than an "associate" with the same experience.

[Click here for the full story.](#)

### **NALP Survey: Associate Salary Figures in a Holding Pattern**

*by Karen Sloan, Law.com*

NALP (National Association of Legal Placement) released a report last week stating that starting salaries for first-year associates at large law firms have been stagnant in 2010. The median annual salary is about \$115K for first-year associates across all firm sizes in both 2009 and 2010. That's down from \$130K in 2008.

[Click here for the full story.](#)

### **Associate Survey 2010: They Survived Economic Downtown, but Now What?**

*by Drew Combs, The American Lawyer*

This survey of 5,092 mid-level associates at AmLaw 200 firms reveals that there might be trouble in paradise. They are not happy campers these days. Stagnant salaries, reduced benefits, poor internal communication and increasing workloads are the primary reasons. The number looking for a new job has doubled in the past year, with half looking for a better "life/work balance."

[Click here for the full story.](#)

### **2010 Survey of Law Firm Economics: How Small and Midsize Firms Weathered the Storm**

*by National Law Journal and ALM Legal Intelligence*

After steep declines in 2008, both revenue and profit for mid-size US law firms have leveled off and remained flat in 2009-10, according to the just-released 2010 edition of this annual survey. With participation from 187 law firms, it's one of the most important and comprehensive economic surveys for smaller and mid-size firms.

[Click here for the full story.](#)

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