



NJ REGIONAL LAW FIRM CASE STUDY

Estate Planning & Elder Law Group
Northern New Jersey

CHALLENGE

An Estate Planning & Elder Law Partner with a team of 3 attorneys & 2 paralegals were at a small Long Island Law Firm faced with going concern issues. He read our *Lateral Moves: A Guide for Partners and Law Firms* and then approached The Lion Group to explore law firm options.

The Partner requested 3 things in a new law firm:

1. The Firm was willing to have an office in Westchester County NY
2. The Firm has a value for Diversity and would hire his entire team
3. The Firm would have Real Estate, Corporate, Family law to refer clients to
4. The Firm would value Estate Planning & Elder Law as strategic for the firm

SOLUTION

The Lion Group provided a confidential and thorough process of evaluating the market opportunities and the best law firm options for the Trust & Estate Group. We matched the Group requirements with our quantitative and qualitative assessment of available law firms.

RESULTS

The Group of 6 landed at a highly supportive Regional New Jersey Law Firm that acted quickly to hire the Partner's team, open the Westchester County Office and make good on their promise to see their practice area grow.

OUR PROCESS

1	UNDERSTAND	QUANTITATIVE & QUALITATIVE ASSESSMENT SET EXPECTATIONS EXPLAIN SCENARIOS
2	RESEARCH & PRESENT	CONDUCT FIRM ANALYSIS ASSESS OPPORTUNITIES DECIDE COURSE OF ACTION
3	FACILITATE	COORDINATE CONVERSATIONS NAVIGATE OBSTACLES DUE DILIGENCE
4	PLACE	OFFER, ACCEPTANCE & RESIGNATION POST NOTICE ACTION STEPS FOLLOW UP

RESULTS & SEASONED EXPERIENCE

Over 85% of our Partners have Remained

10+ Years in Placing Law Partners

Author of Lateral Moves: A Guide for Partners and Law Firms

Host of The Law Firm Leadership Podcast

Successfully Placed Individual Partners, Groups, Multi-Office Groups and New Offices for Corporate Defense Law Firms of 25 to 1,000+ Attorney Headcount in the US



ABOUT THE LION GROUP

The Lion Group is a Midwest Legal Recruitment Firm with nationwide reach. Based in Kansas City and founded in 2011, our mission is to be a Catalytic Force in the Legal Industry. We Accelerate our Client's Goals. We Identify, Recruit and Connect Top Legal Talent. We create Market Opportunities.

We - Find the Lions®