

1 UNDERSTAND	
Listen	Understanding the Law Partner's situation, their wants and needs. The goal is for them to feel and be heard.
Assessment	Apply our Quantitative & Qualitative Analysis to what we have learned thus far.
Set Expectations	Explain what a partner should expect from us and what we need from them to be successful. Explain possible options and scenarios.
2 RESEARCH & PRESENT	
Turn Over Every Stone	Conduct a Law Firm & Market Analysis based on Partner's Wants and Needs
Assess Opportunities	Findings and Options will be presented and the partner decides the course of action.
3 FACILITATE	
Meet & Greet	Typically a partner will have 2-4 meetings with Prospect Law Firms by phone and in person. We prep, debrief and coordinate.
Due Diligence	The lateral partner questionnaire and the conflicts check are essential. We are experts and here to hold your hand.
Navigate Pitfalls	Lateral moves have its ethics and rules. Don't worry though. We wrote a book on what to do.
4 PLACE	
The Finishing Line	Its easy to forget but we help you remember the importance of Why which leads to Offer, Acceptance & Resignation.
Post Notice Action Steps	Finishing strong is critical to a lateral move success. We provide a check list.