



# HYBRID CORPORATE LAW FIRM CASE STUDY

Middle Market M&A Boutique Law Firm  
Tampa

## CHALLENGE

The Managing Partner of a Middle Market M&A Boutique with 2 attorneys wanted to begin transitioning to retirement and be acquired. She approached The Lion Group to explore law firm options.

The Partner requested 4 things in the new law firm:

1. To transition out of the day-to-day management of M&A deals
2. To hire her team and take over the office lease
3. To be paid fairly for bringing in client business
4. To go back to doing what she loves: Marketing and Sales

## SOLUTION

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

## RESULTS

The Managing Partner & her team landed at a Midwest based Hybrid Law Firm whose model is to serve law partners in the second half of their career. This law firm agreed to all her terms, and she could not be more happy.

## OUR PROCESS

<b>1</b>	<b>UNDERSTAND</b>	QUANTITATIVE & QUALITATIVE ASSESSMENT SET EXPECTATIONS EXPLAIN SCENARIOS
<b>2</b>	<b>RESEARCH &amp; PRESENT</b>	CONDUCT FIRM ANALYSIS ASSESS OPPORTUNITIES DECIDE COURSE OF ACTION
<b>3</b>	<b>FACILITATE</b>	COORDINATE CONVERSATIONS NAVIGATE OBSTACLES DUE DILIGENCE
<b>4</b>	<b>PLACE</b>	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®**