



# VIRTUAL LAW FIRM CASE STUDY

Patent Income Partner  
Columbus OH

## CHALLENGE

A Patent Income Partner served the clients of a Senior Partner who recently retired for over 10 years. The Income Partner spoke with The Lion Group curious about what options were available to her.

If she were to make a change, she wanted the following in a new law firm:

1. Increased compensation. She was stuck at a below market salary.
2. Freedom and Flexibility to Practice. Her husband landed an executive role that required traveling, and she wanted to travel with him without required office face time.
3. Join a team of Patent Attorneys to collaborate and practice with.

## SOLUTION

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

## RESULTS

The Patent Partner landed at an exciting Virtual Law Firm where she joined a collegial team of 50+ patent attorneys. Her compensation more than doubled and she did not have a billable hour requirement which allowed complete freedom and flexibility for her to practice how she wants.

## 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®**