



The Managing Partner Forum for Midwestern Law Firms

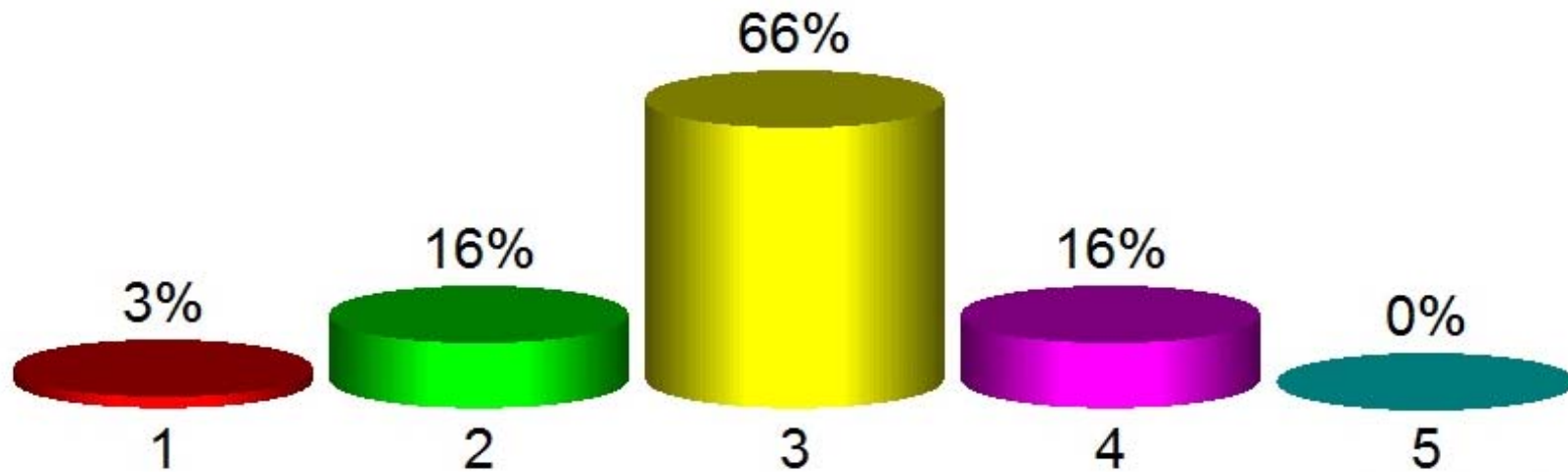
Results from Audience Participation Session

May 5, 2011 – St. Louis, Missouri



Which film title best describes your firm?

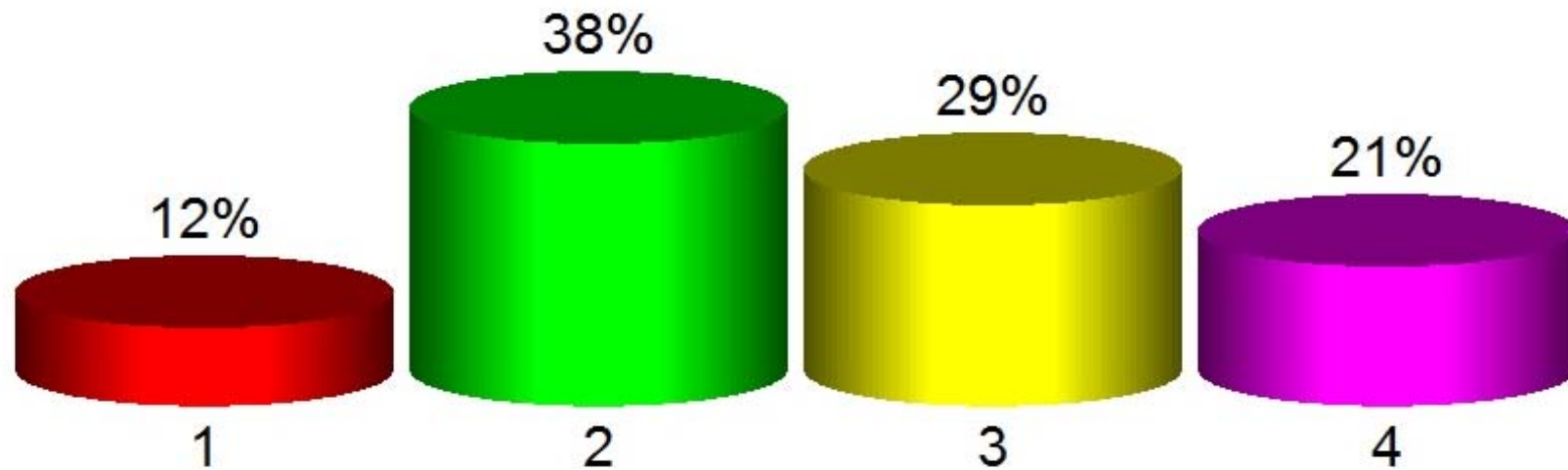
1. *A Perfect World*
2. *Speed*
3. *Grumpy Old Men*
4. *Lost In Space*
5. *Revenge of the Nerds*





What film title best describes how you interact with technology?

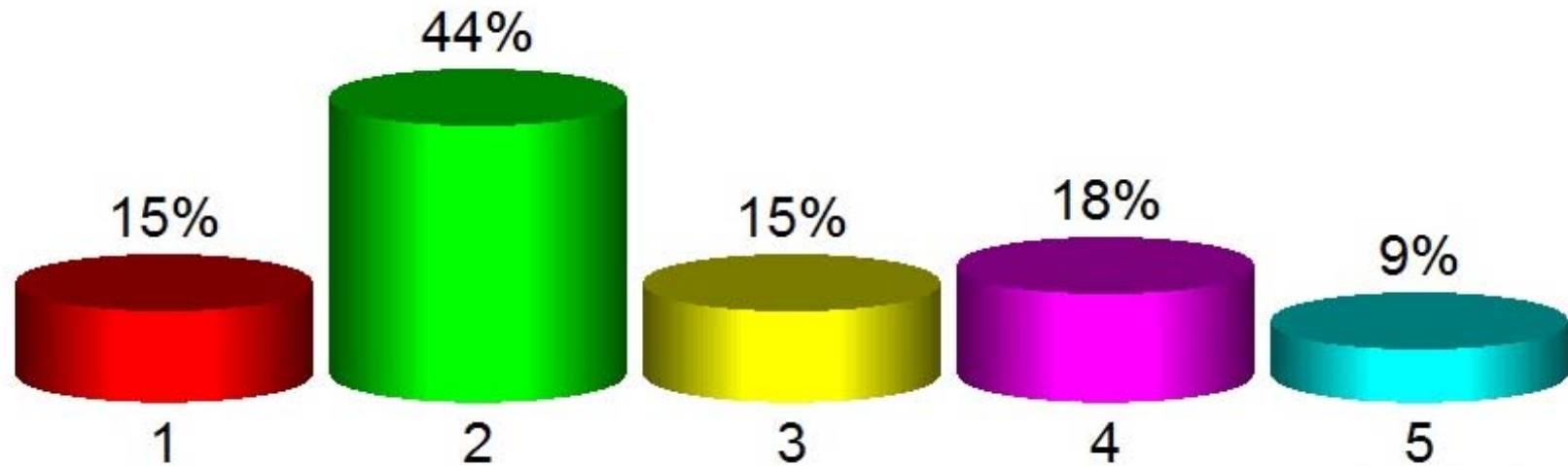
1. *Dinosaur*
2. *The Natural*
3. *Every Which Way But Loose*
4. *Dazed and Confused*





What is the total number of lawyers at your firm?

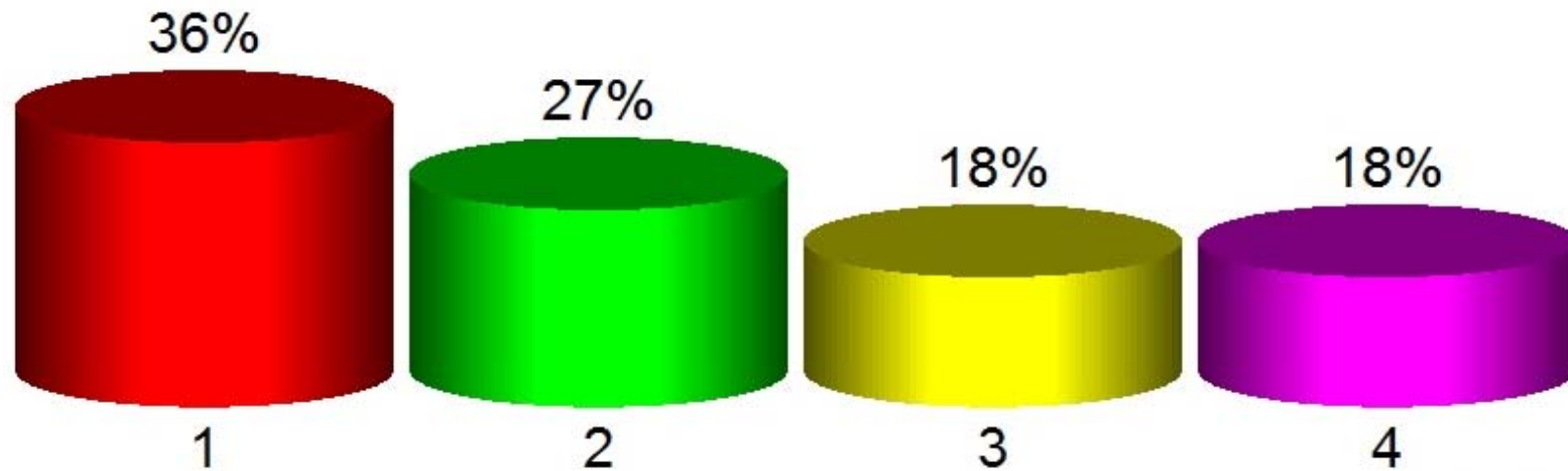
1. Less than 20
2. 20-40 lawyers
3. 41-75 lawyers
4. 76-150 lawyers
5. More than 150 lawyers





How long have you been your firm's managing partner?

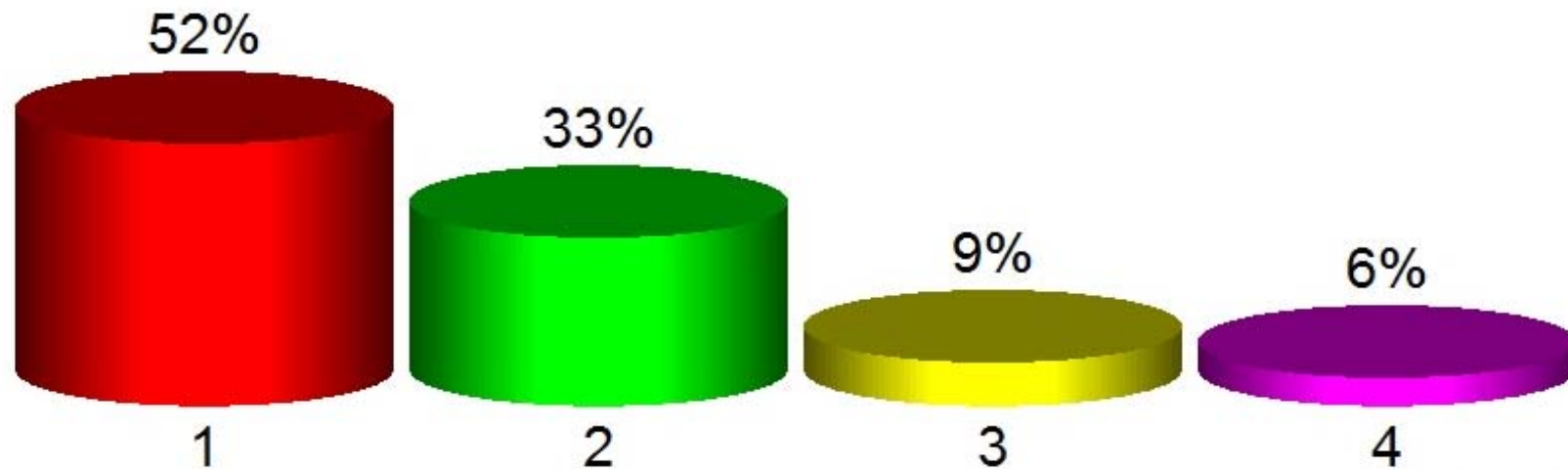
1. Less than two years
2. 2-5 years
3. 6-10 years
4. More than 10 years





How did your firm perform financially in 2010?

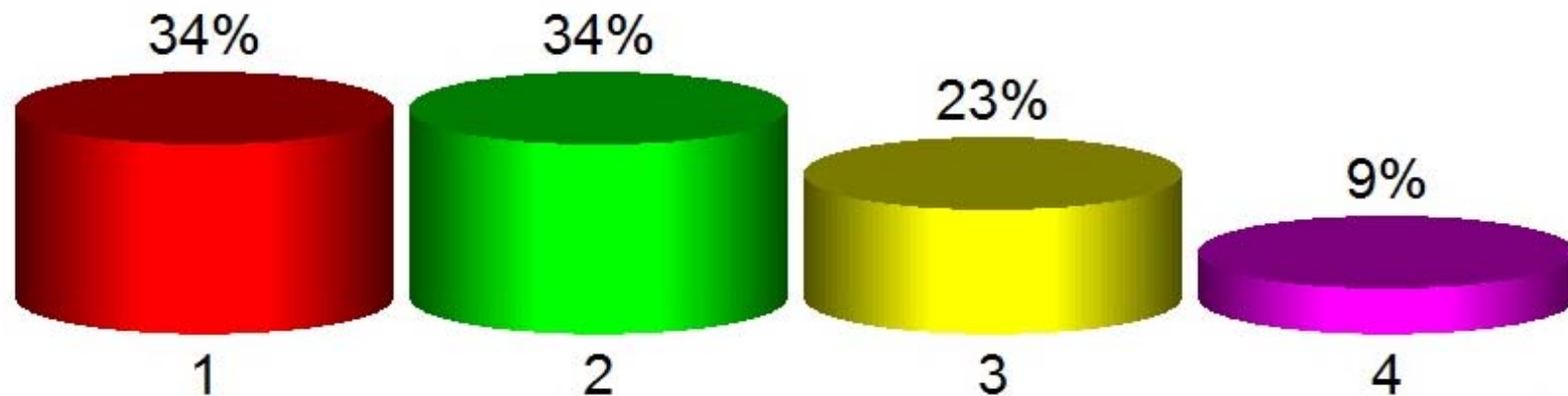
1. Much better than expected. We had a very good year.
2. About what we expected. A relatively good year.
3. OK, but not where we wanted to be.
4. Not good. It was a tough year.





Looking ahead, how would you describe your expectations for 2011?

1. 2011 will be a very good year...a solid improvement from 2010.
2. Cautiously optimistic. We expect a slight improvement, but still nervous about the economy.
3. Hard to say. Fairly flat.
4. We see another difficult year in 2011. Profits will remain disappointing.





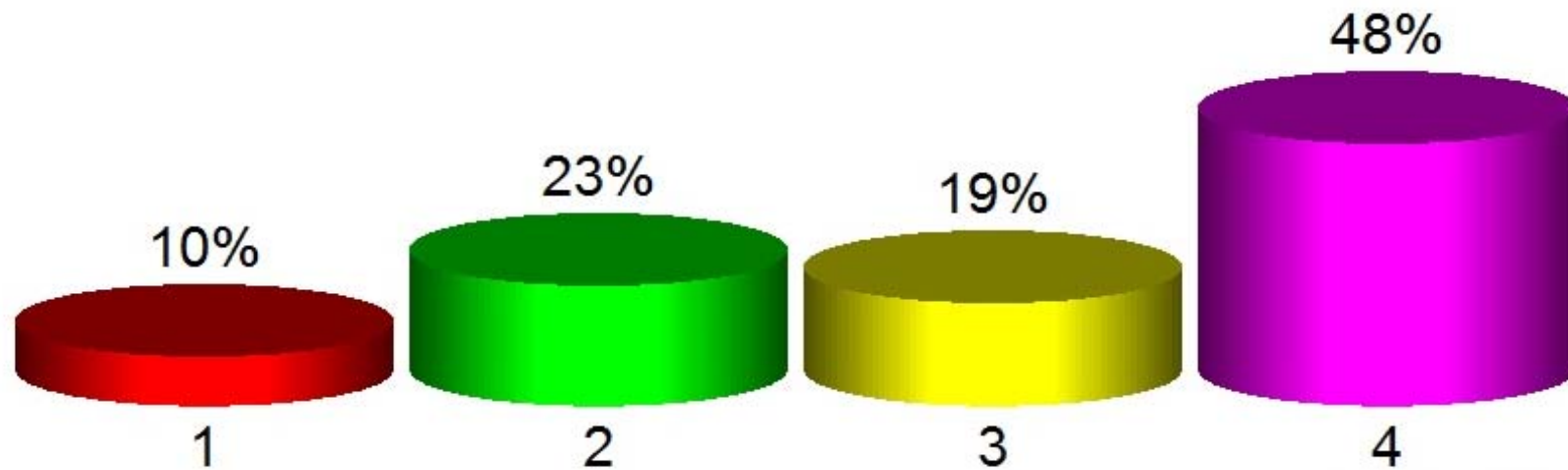
What have been your firm's most effective strategies to improve financial performance over the past two or three years?





We have implemented a rate increase this year:

1. Yes, of <3%
2. Yes, of >3%
3. No
4. With select clients only

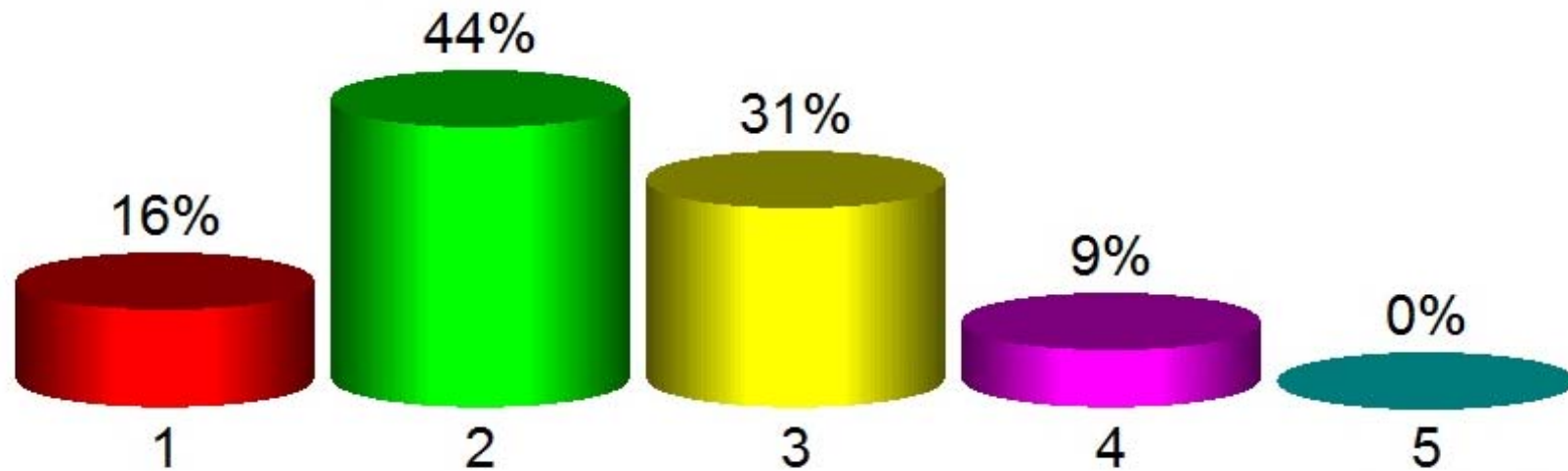


Slide: 36



Which term most closely describes your firm's system of governance?

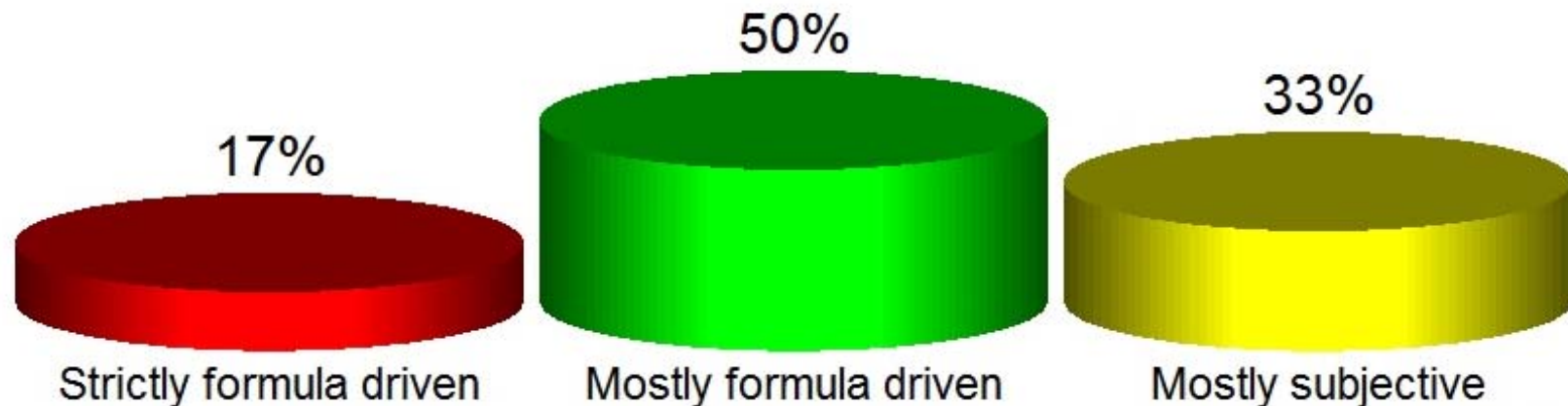
1. Very democratic
2. Somewhat democratic
3. Oligopoly
4. Benevolent dictatorship
5. Tyranny





Which terms most closely describe your firm's compensation system?

1. Strictly formula driven – we look only at the numbers and each partner's contribution to the bottom line
2. Mostly formula driven – we look at the numbers, but factor non-billable contributions
3. Mostly subjective – we look at numbers but give significant weight to subjective and non-billable contributions

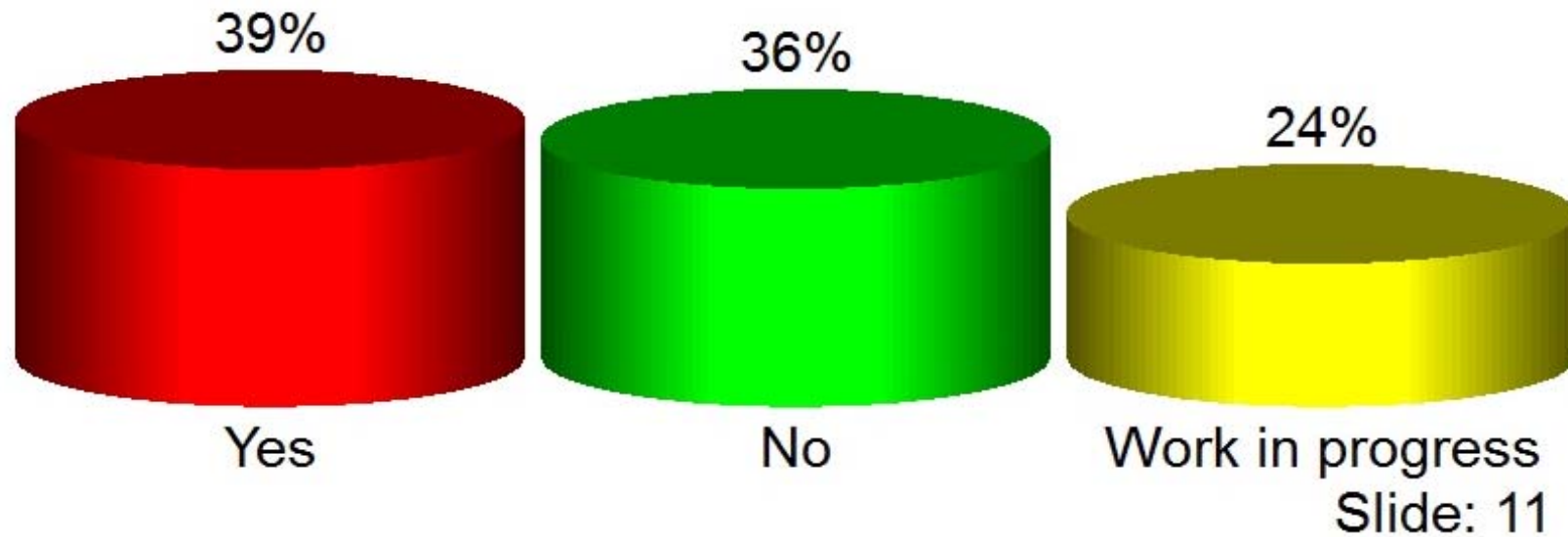


Slide: 10



Does your firm have a written strategic plan?

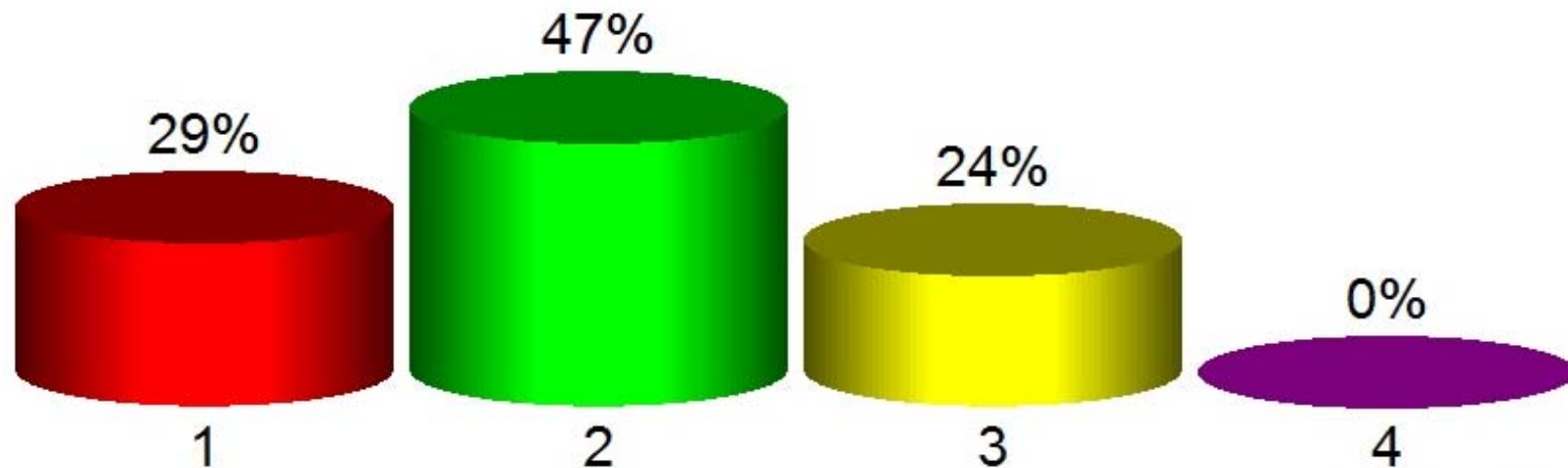
1. Yes
2. No
3. Work in progress





If yes, can you attribute improved performance and profitability to it?

1. Strong correlation between planning and performance.
2. Some correlation between planning and performance.
3. No perceived correlation.
4. Inverse correlation between planning and performance.



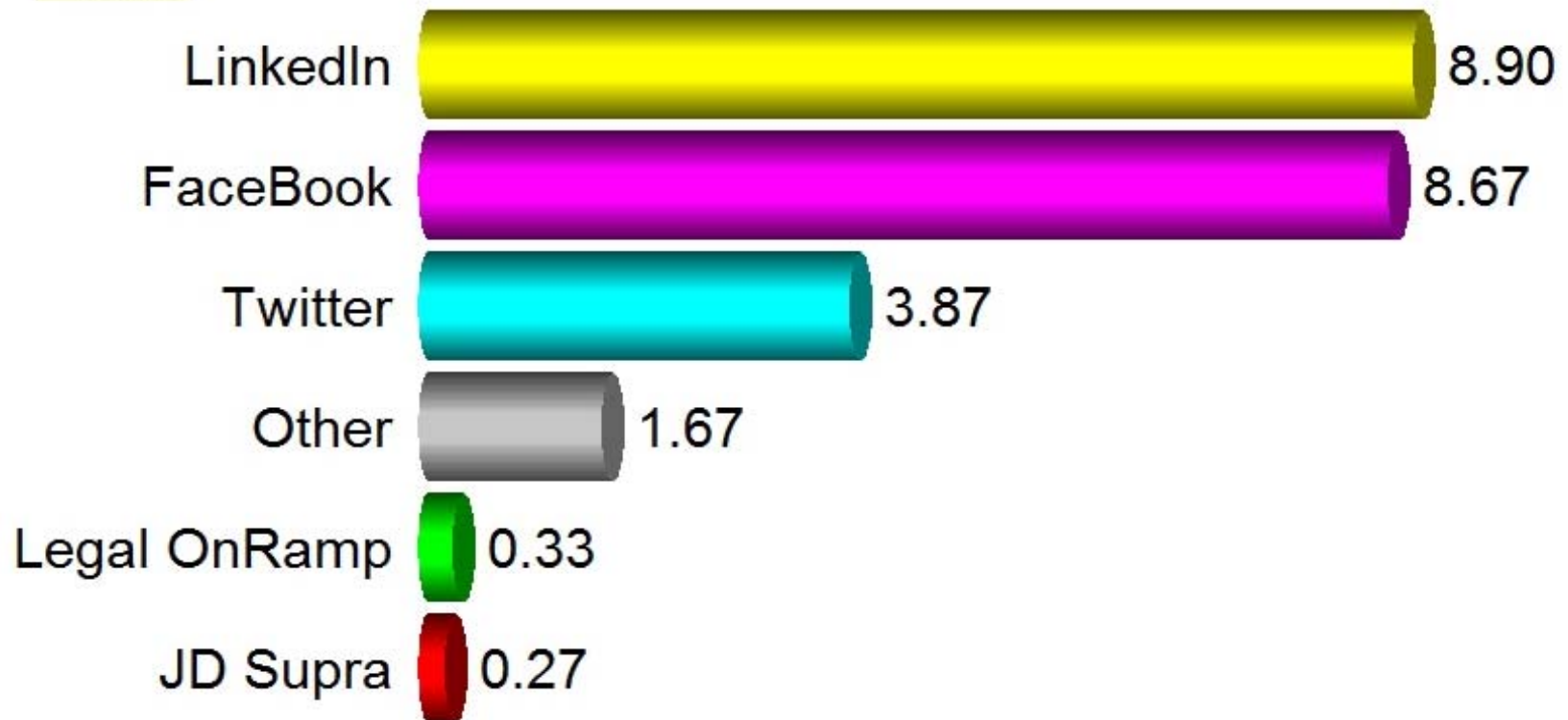


When it comes to issues of law firm management and leadership, my primary reading resources are:





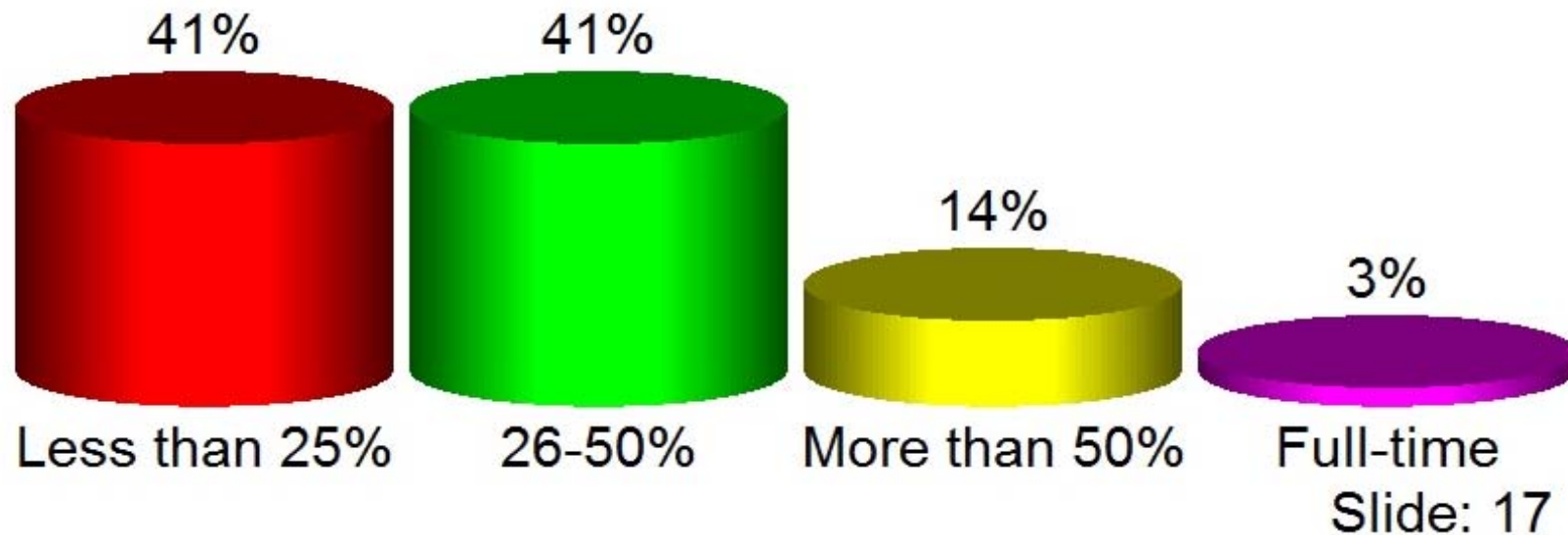
When it comes to social networking, with what sites are you most familiar?





What percentage of your time do you spend in your role as managing partner?

1. Less than 25%
2. 26-50%
3. More than 50%
4. Full-time



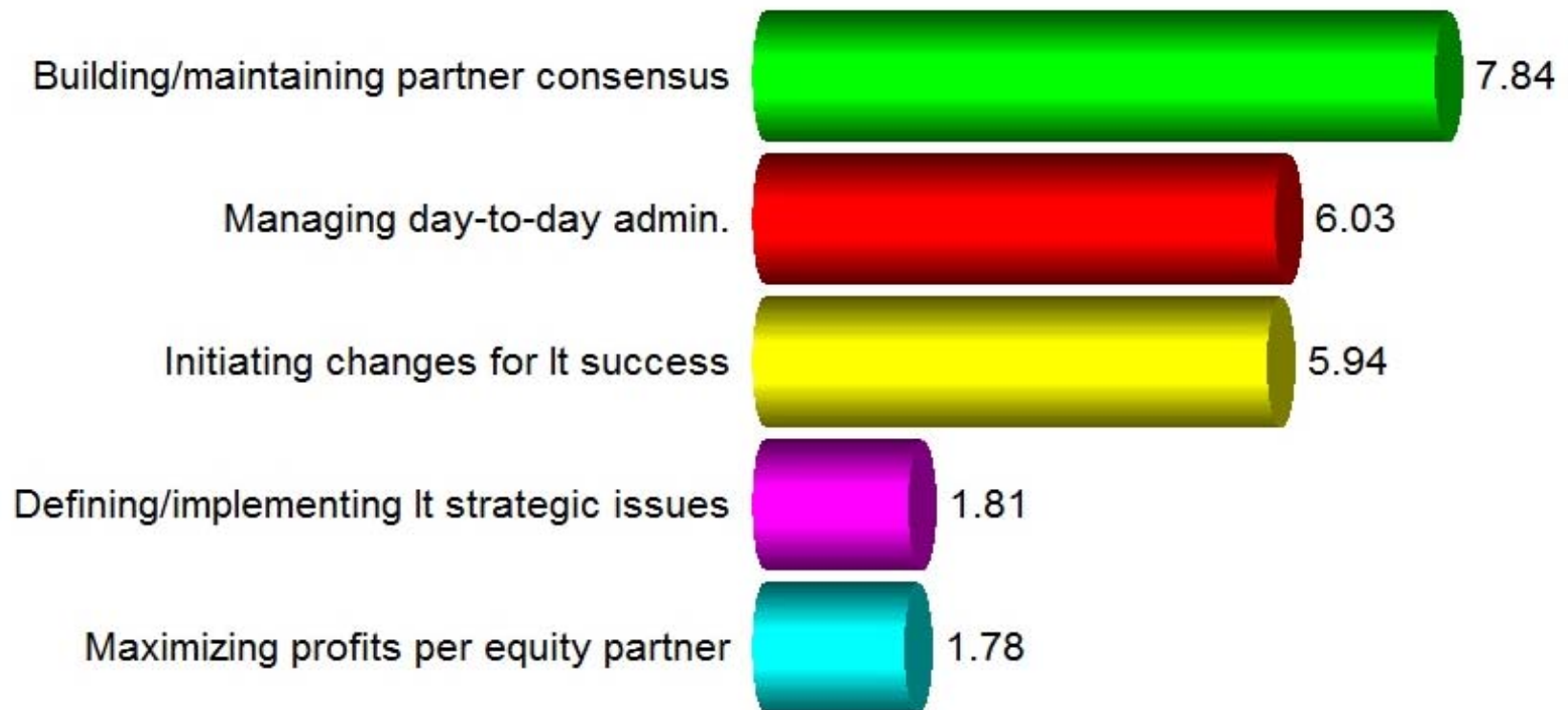


What do you feel are your most important contributions in your role as managing partner?





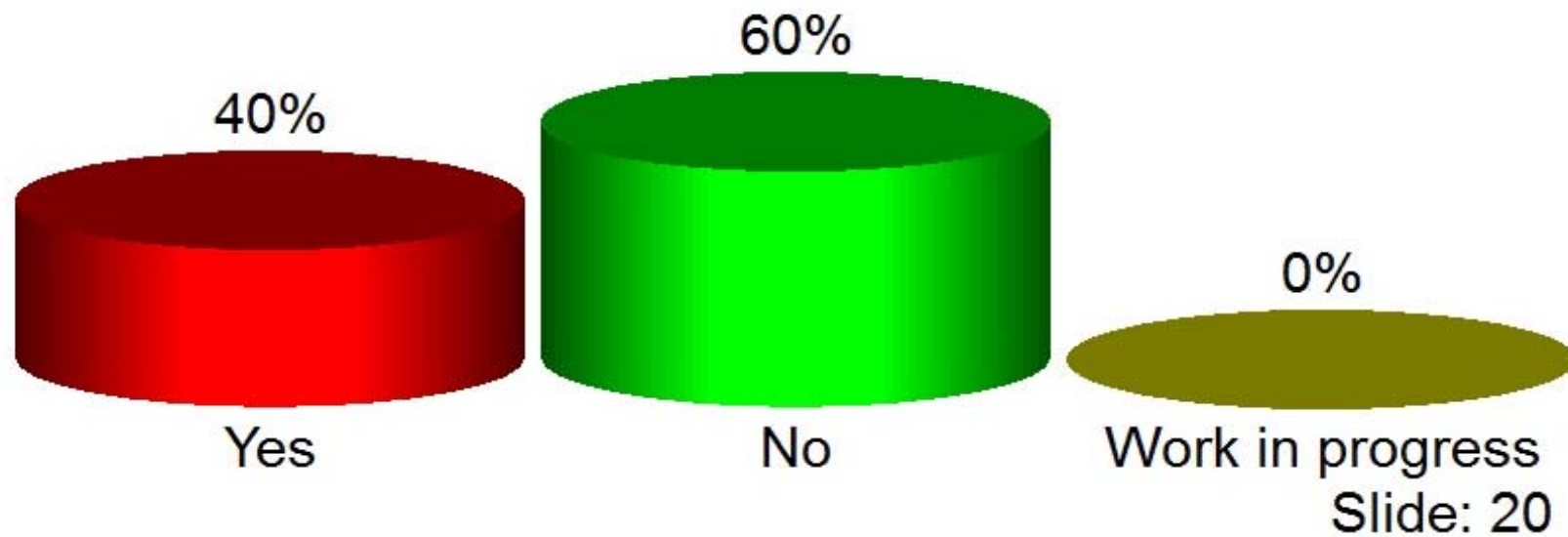
By contrast, where do you spend most of your time?





Does your firm have a formal job description for the managing partner?

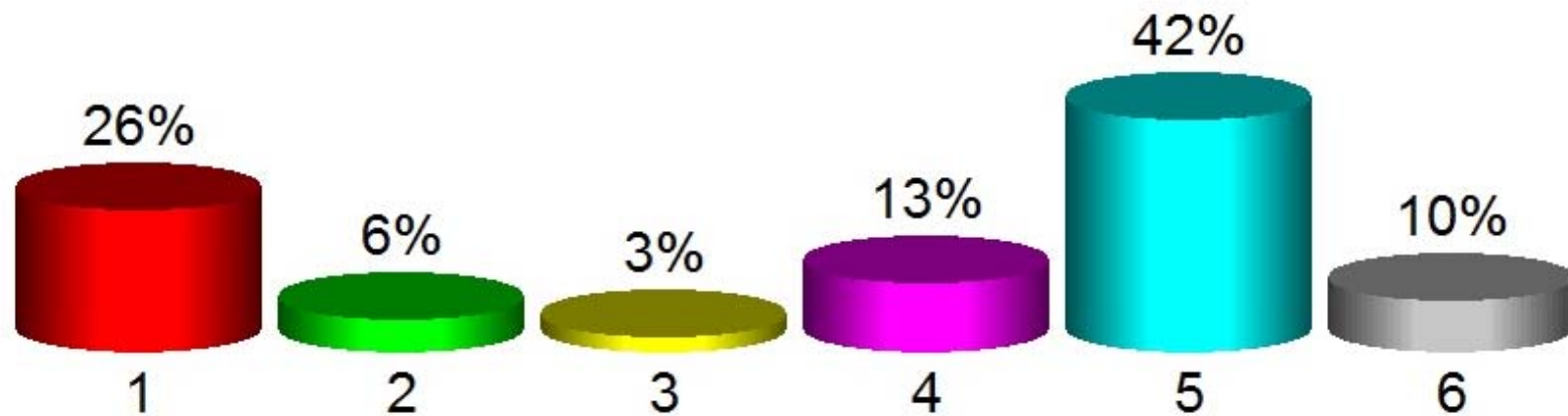
1. Yes
2. No
3. Work in progress





How are you compensated for your non-billable contributions as managing partner?

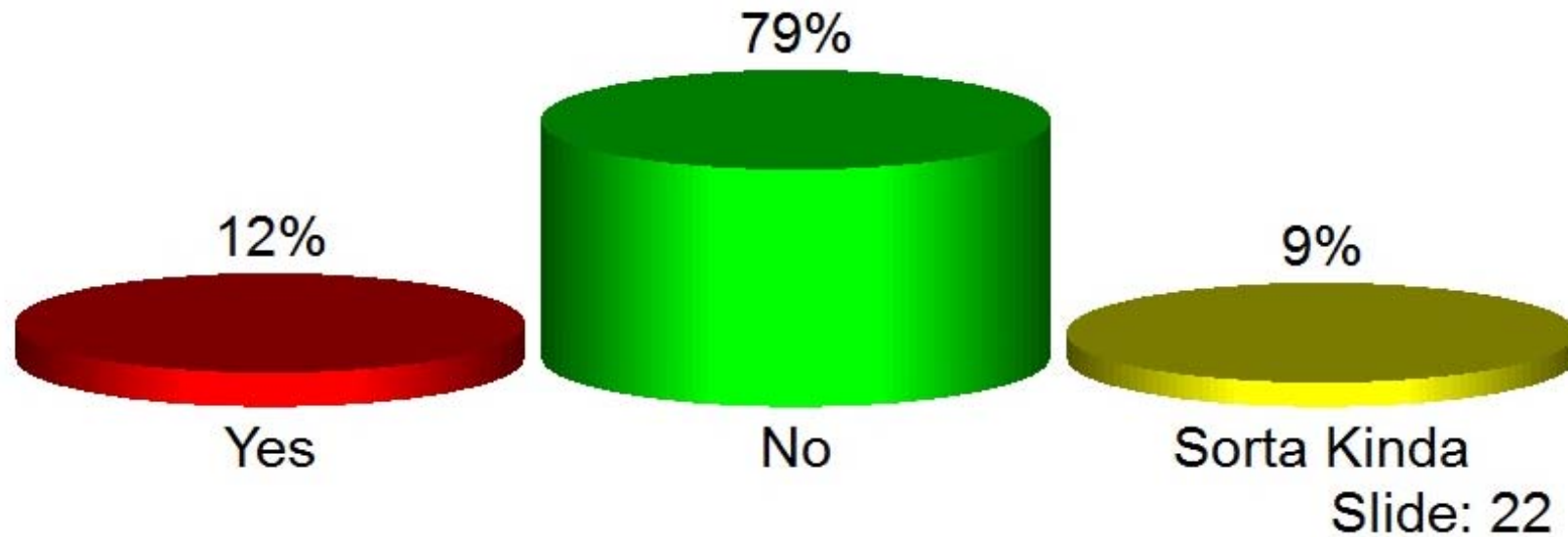
1. Fixed amount based on time required
2. Compensation based on firm performance
3. Combination of fixed amount, plus bonus based on firm performance
4. Reduction in billable hour requirements
5. No direct reward associated with the position
6. Other





Have you established a clearly defined “exit strategy” with your partners?

1. Yes
2. No
3. Sorta Kinda





What do you plan to do when you step down as managing partner?

1. Go back to practicing law on a full-time basis
2. Take on a reduced work load, perhaps an "Of Counsel" role
3. Go in-house
4. Retire from practice of law
5. I have no idea

