



Altman Weil Direct

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Welcome to Altman Weil Direct, a resource for news and insight on law firm and law department organization and management from the leaders in legal consulting - Altman Weil, Inc.

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Making Your Case to a Merger Candidate

In the highly competitive fight for lateral partners and firms that can be acquired, the marketplace has become increasingly sophisticated and highly skeptical. Buyers and sellers are constantly jousting, probing and evaluating positions. Back-of-the-napkin deals are rarely seen as credible. Firms need to find ways to distinguish their selling proposition and demonstrate a clear and credible strategy that goes beyond the basic mechanics of the deal. Altman Weil principal Tom Clay describes how to develop a Merger Prospectus that sets forth a compelling business case for combination.

<http://www.altmanweil.com/MergerCandidates>

The Business of Law in 2005

"Much has been written about the impact of globalization on the legal profession. Most important is its effect on focusing the attention of law firms and clients worldwide on common issues.... There are three global legal trends that appear to transcend all others." Altman Weil principal Ward Bower discusses the key market trends that will shape law firm success and competitiveness in 2005 and beyond.

<http://www.altmanweil.com/BusinessofLaw>

Practice Specialties and Hourly Rates

Which practice specialties command the highest hourly rates? Take a look at the latest numbers from Altman Weil's Survey Research Group.

<http://www.altmanweil.com/PracticeSpecialtiesRates>

Law Departments Show Little Progress on Cost Management

The newly released Altman Weil Law Department Management Benchmarks Survey reports that law department expenditures and staffing were largely unchanged in 2004, with hourly rates remaining the predominant law firm method of billing corporations. For additional details, go to...

<http://www.altmanweil.com/2005LDMBSPress>

To contact Tom Clay, the author of today's feature story, email tsclay@altmanweil.com.

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