



LEGUS Coffee Café

Draft Schedule

May 4, 2009

“Characteristics of Today’s Most Successful Law Firms.
How Does Your Firm Measure Up?”

Speaker: John Remsen, The Remsen Group

Description:

Participants will learn the twelve key characteristics of today’s most successful law firms. They will also have the opportunity to assess their firm’s performance in these critical areas. Finally, we will present the results of survey’s collected at the Managing Partner Forum. Over 160 managing partners and law firm leaders evaluate how their firms are performing, and the results may surprise you.

June 23, 2009

Ten Strategies for Existing Client Retention and Growth

Speaker: Silvia L. Coulter, Hildebrandt

Description:

Whether the economy is in a recession, or it’s booming, client retention and growth and strong client relationship management is critical. This Coffee Café presentation will focus on ten key tips for driving revenue at your firm.

July 14, 2009

Financial Benchmarks for Success

Speaker: Ed Poll, LawBiz

Description:

Successful law firms approach their financial management aggressively. Obtaining and retaining clients is only the top of the funnel. Without effective financial metrics and policies, what comes in the top merely goes out the bottom. Successful law firms monitor selected benchmarks and implement an effective cash flow policy. Our discussion will identify some of these benchmarks and highlight cash flow tips for your consideration.

August 12, 2009

Law Firm Governance Strategies for Success

Speaker: Arthur Greene, Boyer Greene, LLC

Description:

September 15, 2009

Why and How Mid-Size Firms Survive and Prosper

Speaker: Robert Denney, Robert Denney Associates

Description:

In recent years legal pundits have continued to predict the death of the mid-size firm despite the fact that a number of them have prospered. This presentation will discuss the strategies these firms have followed – and why today, despite the economic downturn, it is mostly mid-size firms that are avoiding layoffs or dissolutions and, in many cases, are not only surviving but are doing well.

October 15, 2009

Financial Management

Speaker: William C. Cobb, Cobb Consulting

Description:

November , 2009

TBA

Speaker: Steven B. Lesser, Becker & Poliakoff
Chair of LEGUS Education Committee

Description:

December 17, 2009

Marketing

Speaker: Mike Kneffel, LEGUS/2XL Company

Description: