

June 2011

IN THIS ISSUE

Welcome to our June issue.

This month, we bring to your attention several interesting and newsworthy developments, as well as a few new articles and recommended reading. Scroll down for details.



[Welcome](#)



[The First 100 Days: Master Class for New Managing Partners](#)

July 21, 2011
Chicago, Illinois

We have extended the early registration period for **The First 100 Days: Master Class for the New Managing Partner** until Friday, July 1st. The Master Class will be held on Thursday, July 21st, at the University of Chicago School of Business. Space is limited. [Click here for details.](#)



[New Book](#)

The
Extraordinary
Managing Partner

We've added a new feature to the MPF Website's home page called the **MPF Flash Survey**. Here, we will highlight an interesting factoid based on our surveys of firm leaders. The first few will highlight data we collected at our most recent leadership conference held last month in St. Louis.



[Featured Articles](#)

Three New Articles
Every Firm Leader
Should Read

Next month, we will be launching the **MPF LinkedIn Group**. Our concept is to take what we have created through our leadership conferences - a highly interactive, peer-driven conversation among law firm leaders - and bring it to an online format. We invite you to join this exciting endeavor. Stay tuned for details.

As always, we encourage you to forward this newsletter to others at your firm.



John Remsen, Jr.
President and CEO

THE FIRST 100 DAYS - July 21, 2011



**THE FIRST 100 DAYS:
Master Class for the New Managing Partner
July 21, 2011 - Chicago, Illinois**

Early Registration Period Extended to Friday, July 1st.

The early registration period for The First 100 Days has been extended one week until this Friday. New managing partners save \$500 off the regular registration fee and firm administrators who accompany them pay just \$295. Act now to take advantage of these significant savings.

The full-day Master Class, which includes a personality profile assessment and follow up coaching, and is designed to help the new managing partner hone critical leadership skills and develop a successful transition plan as he/she moves into this important and challenging new role.

The program is led by **Patrick J. McKenna**, internationally recognized authority on law firm leadership, and **Brian K. Burke, Esq.**, Chair Emeritus of Baker & Daniels. More than 50 of the nation's leading law firms have enrolled their new leaders in previous classes.

[Click here for details.](#)

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NEW BOOK: The Extraordinary Managing Partner

***The Extraordinary Managing Partner:
Reaching the Pinnacle of Law Firm Management***
by John J. Michalik, JD

At 184-pages, *The Extraordinary Managing Partner* (\$65, ALA Foundation) is a must-read for anyone serving or aspiring to serve as managing partner of a law firm. In 2010, John Michalik stepped down as President of the Association of Legal Administrators (ALA)

after serving in the role for 15 years. He has also just published this book based on extensive interviews and research involving 75 exceptional law firm managing partners and their management teams. The top four key traits according to these leaders? Trustworthiness, communication skills, firm-first decision-making and decisiveness.

I sat in on a standing-room-only session that John presented at the ALA Annual Conference in Orlando last month. He talked about the book, and introduced a panel of three pairs of managing partners and their principal administrators. Although difficult to quantify, the value that a trusted and competent firm administrator brings to the firm is immeasurably positive. Good stuff.

 [Click Here to Purchase](#) | [Back to Top](#)

FEATURED ARTICLES

Finally, we've posted three new articles to the MPF Website. We group articles and other resources into six main subject areas: planning, leadership, compensation, growth, marketing and profitability. We invite you to take a look and forward what you like to others at your firm.

Make Mid-Sized the Right Size

by Peter Marlette, Esq.

Peter Marlette, Managing Partner of Damon Morey in Buffalo, New York, has recently joined the MPF Advisory Board. This outstanding article, which originally appeared in the *New York Law Journal*, is must reading for leaders of mid-size law firms. It discusses the exciting opportunities for mid-size firms in today's marketplace for legal services. Among his recommendation: Adopt and implement a firm-wide strategic plan, and become active in the right law firm network. His firm is a member of [ALFA International](#).

[Click here for the full story.](#)

Business Development Thoughts for the Day

by Tom Arceneaux, Esq.

My good friend Tom Arceneaux is the Partner-in-Charge of Business Development of Blanchard Walker, a 25-lawyer firm based in Shreveport, Louisiana. Every morning, he distributes a "Business Development Thought for the Day" and he's been doing it for over a year. It began as an internal newsletter to help motivate lawyers at his firm to get out and market. Others outside the firm learned about it and today he has more than 500 lawyers on his distribution list. I've enjoyed reading his practical and inspirational advice, and Tom is kind enough to invite our readers to join his list. Tom's firm is a member of the [Meritas](#) network.

[Click here to subscribe.](#)

Where Leaders Stumble

by Patrick J. McKenna

Patrick has worked with hundreds of law firm leaders over the past 20 years and has observed several warning signs that can lead to weak

and/or ineffective firm leadership. Arrogance, lack of focus and risk aversion top the list.

[Click here for the full story.](#)

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