

TennBarU

CLE FOR TENNESSEE

Law Firm Management Conference April 15, 2009—Tennessee Bar Center, Nashville

Program Description:

A must attend program for firm managers for both the large and smaller firms. This all-day program will cover a host of firm management issues including law firm economics, partnership structures, diversity and well being issues.

Agenda

8:30 – 9:00 am	Registration
9:00 – 11:00 am	Law Firm Economics <i>Mike Short, Hildebrandt International</i>
11:00 – 11:15 am	Break
11:15 am – 12:15 pm	Beyond Money <i>Dave Shearon, Tennessee CLE Commission</i>
12:15 – 1:00 pm	Lunch
1:00 – 2:30 pm	Career Paths, Partnership Structures-Panel Discussion <i>Moderator: Karen Britton, UT School of Law</i> <i>Charles W. Bone, Bone McAllester Norton</i> <i>Keith Simmons, Bass, Berry & Sims</i> <i>Melvin Malone, Miller Martin PLLC</i>
2:30 – 2:45 pm	Break
2:45 – 4:15 pm	Diversity Ramifications <i>Jane Pigott</i>

Marketing Information:

Law Firm Economics Presentation –

The headlines tell us daily: “Worst Economy Since WWII – Unemployment Could Hit Double Digits - Another Bank Fails.” Law firms are not immune. Nationally known Michael Short with the consulting firm Hildebrandt will lead the dialogue on how law firms can weather this economic storm.

Beyond Money Presentation-

Senior partner to new associate: “When the client says that it is not about the money; it’s about the principle – it’s about the money every time.” Maybe. Maybe not. But what about us as lawyers – is money the only thing we care about? And is it the only thing we should focus firm management around? Is it possible to have rigorous, disciplined management around other values? How would that look? Might we even be better lawyers? Dave Shearon will draw on recent findings in the fields of positive psychology and positive organizational studies to engage participants in developing new insights and pathways that go beyond money.

Career Paths, Partnership Structures-Panel Discussion –

Law firms are considering the management of attorney talent in new ways, seeking a measurable and manageable approach to the retention and development of their attorneys while enhancing profitability.

The right combination of new management structures (two tier partnerships, non-equity partnerships, of counsel positions) and attorney integration and development tools (training and development programs, career counseling, coaching, and mentoring) can add value both to the attorney and to the organization. Panelists will discuss management structures explored or adopted by their firms and "career path" programs and initiatives. Practical ideas for firms of all sizes will be shared, recognizing the utility of strategies that work with a new generation of attorneys and those with unique needs, including women and diverse attorneys.