

# NC Managing Partners Summit

## AGENDA

8:30 a.m. - 9:00 a.m.	■ Registration
9:00 a.m. - 10:30 a.m.	■ Law Is a Buyers Market <p>Jordan Furlong, is a lawyer and leading analyst of the global legal market and forecaster of its future development. Author of the Law21 blog, Evolutionary Road: A Strategic Guide to Your Law Firm's Future and Law is a Buyer's Market. Furlong will lead the audience through discussions on topics such as:</p> <ul style="list-style-type: none"><li>• Is the traditional law firm business model dead?</li><li>• How can we build a robust multi-generational law firm?</li><li>• How do we serve the 21st century client ethically and efficiently?</li></ul>
10:30 a.m. - 10:45 a.m.	■ Break
10:45 a.m. - 12:00 p.m.	■ Succession Planning, Firm Transition and Growth Strategies <p>The statistics are alarming:</p> <ul style="list-style-type: none"><li>• 400,000 lawyers in the United States are 62 and older</li><li>• 30 – 40% of actively practicing lawyers are at the age and stage where they are beginning to retire or to contemplate retirement</li><li>• 63% of law firm partners, aged 60 or older, control at least <math>\frac{1}{4}</math> of their firm revenue</li><li>• Most law firms do not have succession plans in place.</li></ul> <p>Is your firm prepared for your most active rainmaker to retire? This program will guide you through the challenges to succession planning, a deep dive into the succession plan developed by a southeast regional mid-size law firm along with best practices for your firm to develop a successful model to transition lawyers and clients through the process. We will also discuss growth and hiring trends for law firms, along with innovative growth opportunities for today's law firm.</p>
12:00 p.m. - 1:00 p.m.	■ Networking Lunch

1:00 p.m. - 2:00 p.m.	 <b>What Is Your Firm's Response to a Colleague in Need?</b>  The ABA and Hazelden Foundation recently conducted a nationwide study confirming that lawyers struggle with depression, anxiety and alcoholism at rates that far exceed rates found in the general population and other professions. We all know the risks. We often see colleagues in trouble but are unsure exactly what to do about it. This presentation will highlight real-world strategies that law firms can use to 1) identify colleagues at risk, 2) create a culture of safety that will reduce barriers for those in need to asking for and receiving help, and 3) intervene when it is clear a colleague needs assistance.
2:00 p.m. - 2:15 p.m.	 <b>Break</b>
2:15 p.m. - 3:15 p.m.	 <b>Innovations in the Law</b>  Join us for a discussion among law firm managing partners who are bravely launching innovative programs investing in the futures of their law firms. Lawyers from North Carolina based law firms will discuss challenges facing today's law firm and creative solutions that result in efficiencies for clients, well balanced law firm members and economic benefits for clients and firms.
3:15 p.m. - 4:30 p.m.	 <b>Managing Partner Conversation Among Peers</b>  Audience members will participate in round table discussions facilitated by team leaders discussing hot topics such as: compensation models and funding retirement, recruiting and retaining millennial talent, when to hire a chief operating officer or director of administration, review of health and other benefits packages.