

2016  
Law Firm  
Leaders  
Survey **Chicago**

---



## 2016 LAW FIRM LEADERS SURVEY CHICAGO: MORE LAW FIRM MERGERS AHEAD

**41%** are open to considering a combination with another firm within the next three to five years; Within that group, 46% are open to potentially combining with a larger or similarly-sized firm.

**68%** want to double down and grow in Chicago over the next 3-5 years. Respondents also want to grow in Southern California (**24%**) and New York City (**11%**).

**84%** say they are generally optimistic about their firm's prospects this year with some **89%** planning to raise their rates and 86% expecting their firm's Revenue Per Lawyer (RPL) to increase.

Many expect the Chicago market to grow more competitive for talent. **73%** expect a more competitive market for partner talent this year and **62%** expect a more competitive market for associate talent this year.

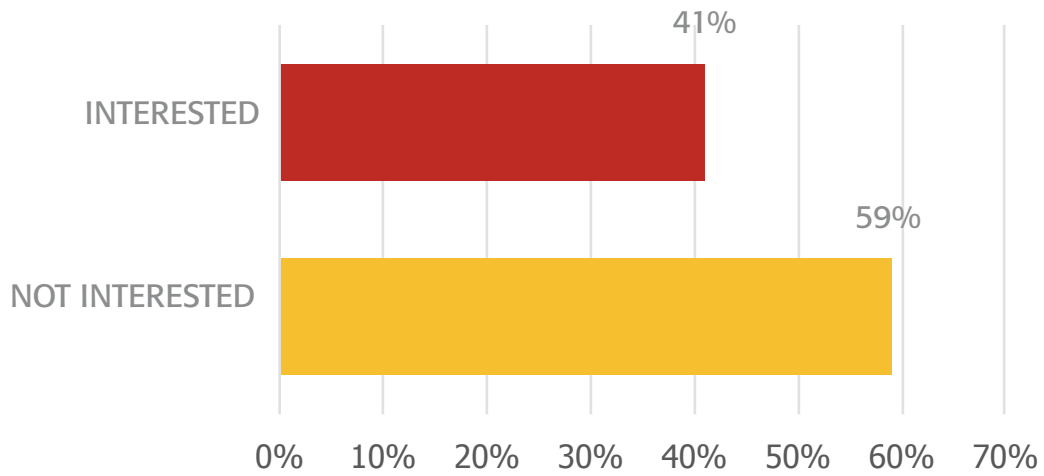
### ABOUT

- Survey respondents included the managing partners and other senior leaders of 37 Chicago law firms ranging in size from 10 to 300 attorneys.
- The objective was to learn about the outlook that respondents have for their firm, including the nature and extent of their growth aspirations.
- The survey was conducted in late 2015 and early 2016.

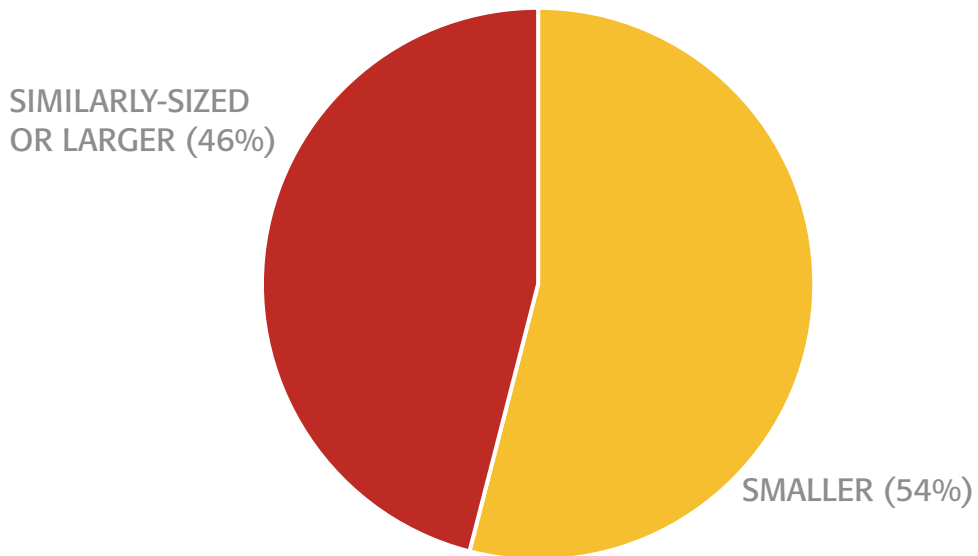
WHAT FOLLOWS ARE HIGHLIGHTS FROM THIS YEAR'S REPORT.

For more information, contact Kent Zimmermann at 312-810-8008 or [zimmermann@consultzg.com](mailto:zimmermann@consultzg.com).

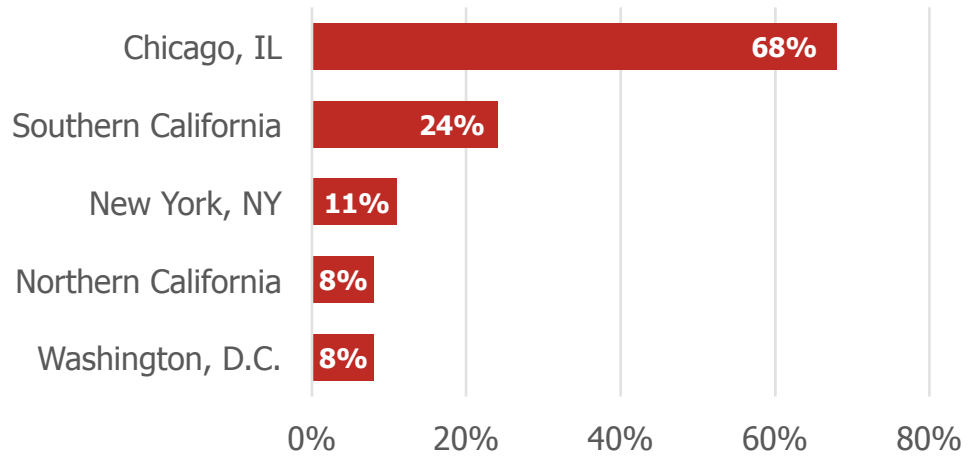
**1.** Would you have interest in considering a combination with another firm within the next 3-5 years as a way to help your firm achieve its strategic objectives?



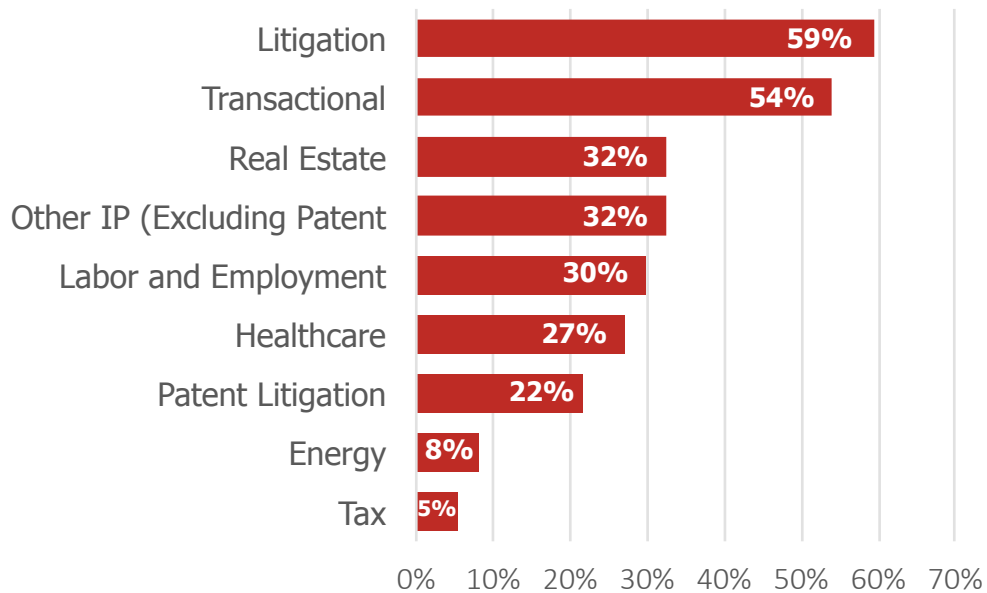
**2.** Of the firms interested in combining, what size of combining firm would you consider?



**3.** Which of the following geographies would you like to grow or add in the next 3 to 5 years?

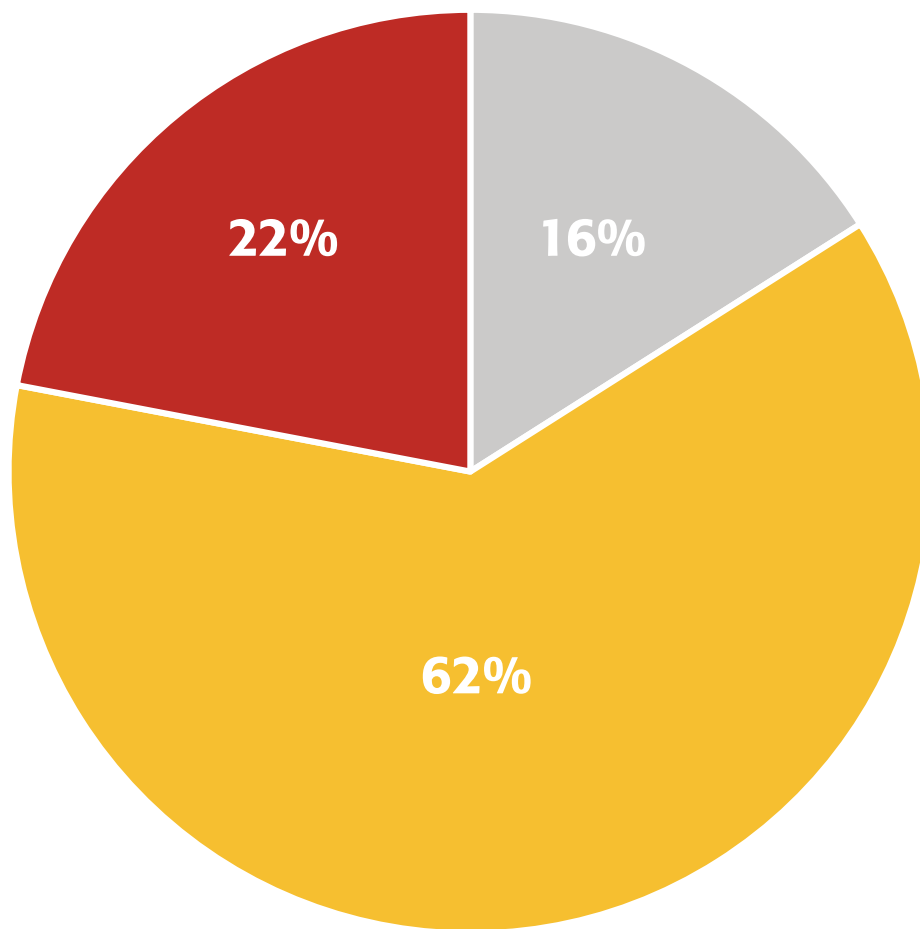


**4.** Which of the following practices/ industry sector teams would you like to grow or add in the next 3 to 5 years?

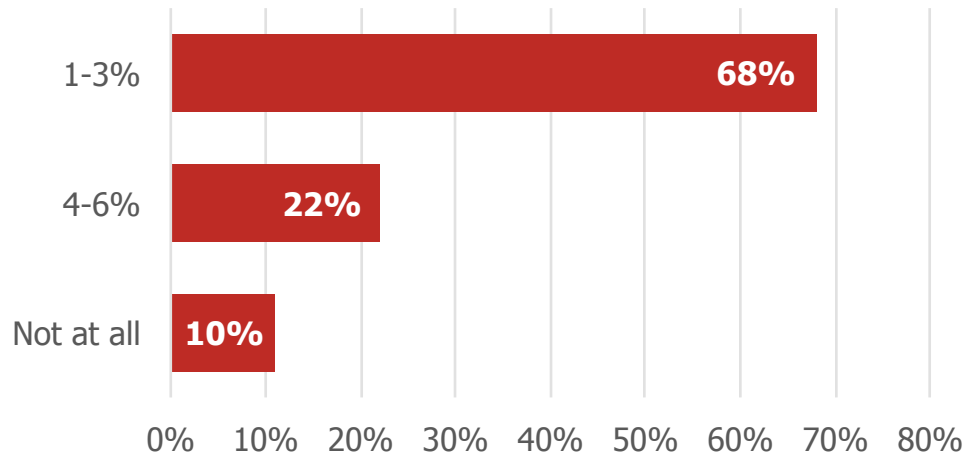


**5.** When thinking about your firm in 2016, are you?

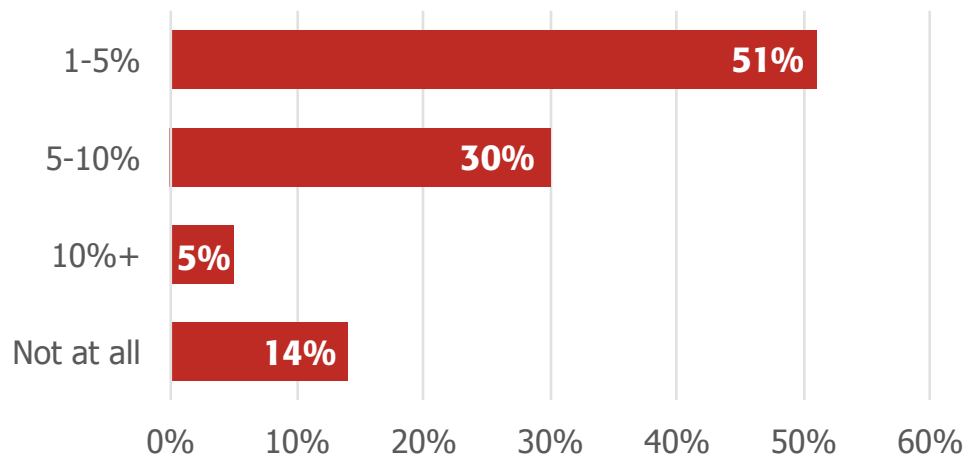
- Very Optimistic
- Somewhat Optimistic
- Somewhat Concerned



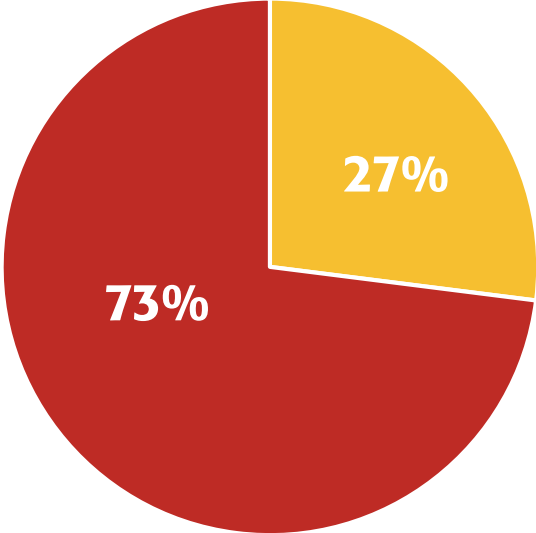
**6.** By how much do you expect your firm's billing rates to increase in 2016?



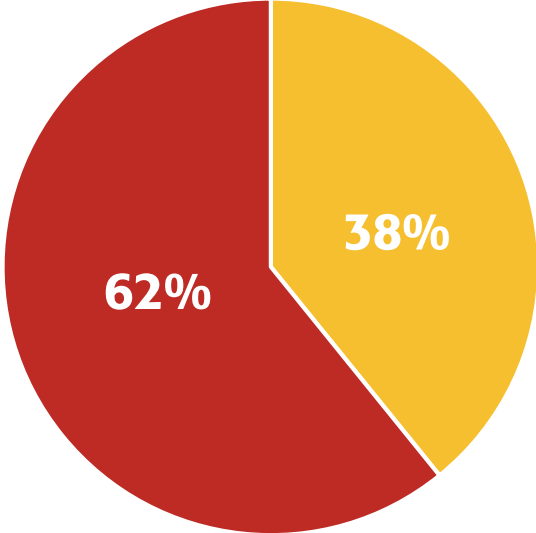
**7.** By how much do you expect that your firm's revenue per lawyer will increase in 2016?



8. To what extent will the market for talent become more competitive in 2016?



PARTNERS



ASSOCIATES

More Competitive    Same or Less Competitive

# 2016 Law Firm Leaders Survey **Chicago**

---

The 2016 Law Firm Leaders Survey **Chicago** was sponsored by leading law firm consultancy, Zeughauser Group.

For more information about this survey contact Kent Zimmermann at [zimmermann@consultzg.com](mailto:zimmermann@consultzg.com) or (312) 810-8008.

To learn more about Zeughauser Group, visit [www.consultzg.com](http://www.consultzg.com).

