

2019  
Law Firm  
Leaders  
Survey **Boston**

---



## 2019 LAW FIRM LEADERS SURVEY: MORE LAW FIRM MERGERS AHEAD IN BOSTON

**71%** report they were approached to combine with another firm in the past year. Boston remains a highly sought-after growth destination.

**31%** are open to considering a combination with another firm in the next three to five years. Of these, **55%** indicated interest in a transformational combination with a larger firm.

Most firms prioritize doubling down in Boston. The highest priority growth geography is increasing market share in Boston. **(70%)**.

**65%** of participating firms are smaller than their most significant competitors. **94%** of participating firms expect a more competitive market.

### ABOUT

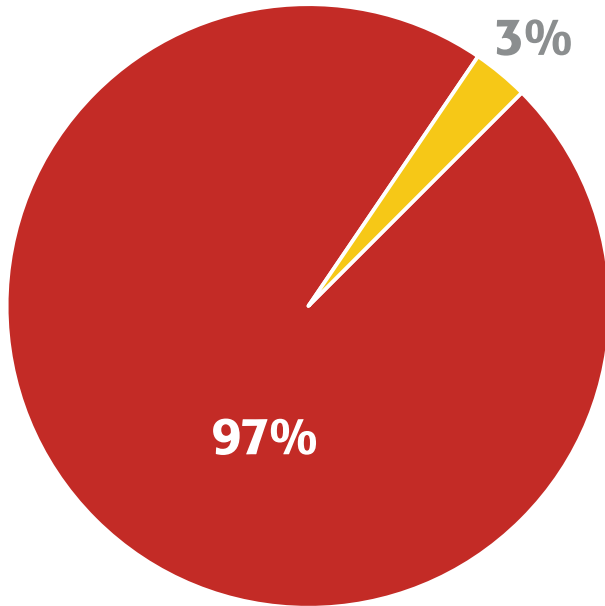
Survey respondents were exclusively managing partners and other senior leaders of Boston law firms ranging in size from approximately 10 to 200 attorneys.

- The survey findings are based on the contributions of 37 respondents at the firms that fit the geographic and headcount filters.
- The objective of the survey was to learn about the outlook that respondents have for the future, including the nature and extent of their growth aspirations.
- The survey was conducted in the second half of 2018.
- The average headcount of participating firms is 38 attorneys.
- 88% of participating firm headcount is located in Boston, based on available data.
- 39% of the average respondent firm's headcount is focused on Litigation, followed by Corporate (16%), Real Estate (9%), and Life Sciences and Biotechnology (6%).
- 22% of respondent firms were ranked by Chambers for their chosen areas of focus.
- 95% of respondent firms were ranked by U.S. News for their chosen areas of focus.
- Note that some figures may not sum to 100% due to rounding or questions soliciting multiple responses.

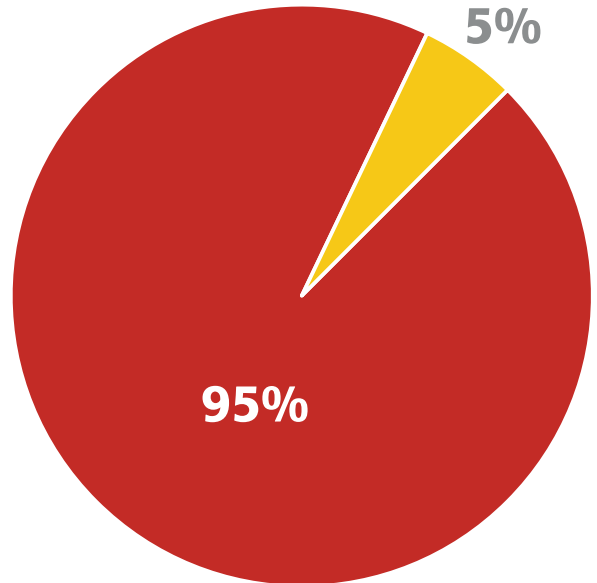
WHAT FOLLOWS ARE HIGHLIGHTS FROM THIS YEAR'S REPORT.

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

1. When thinking about your firm vs. the overall law firm environment in Boston, are you?



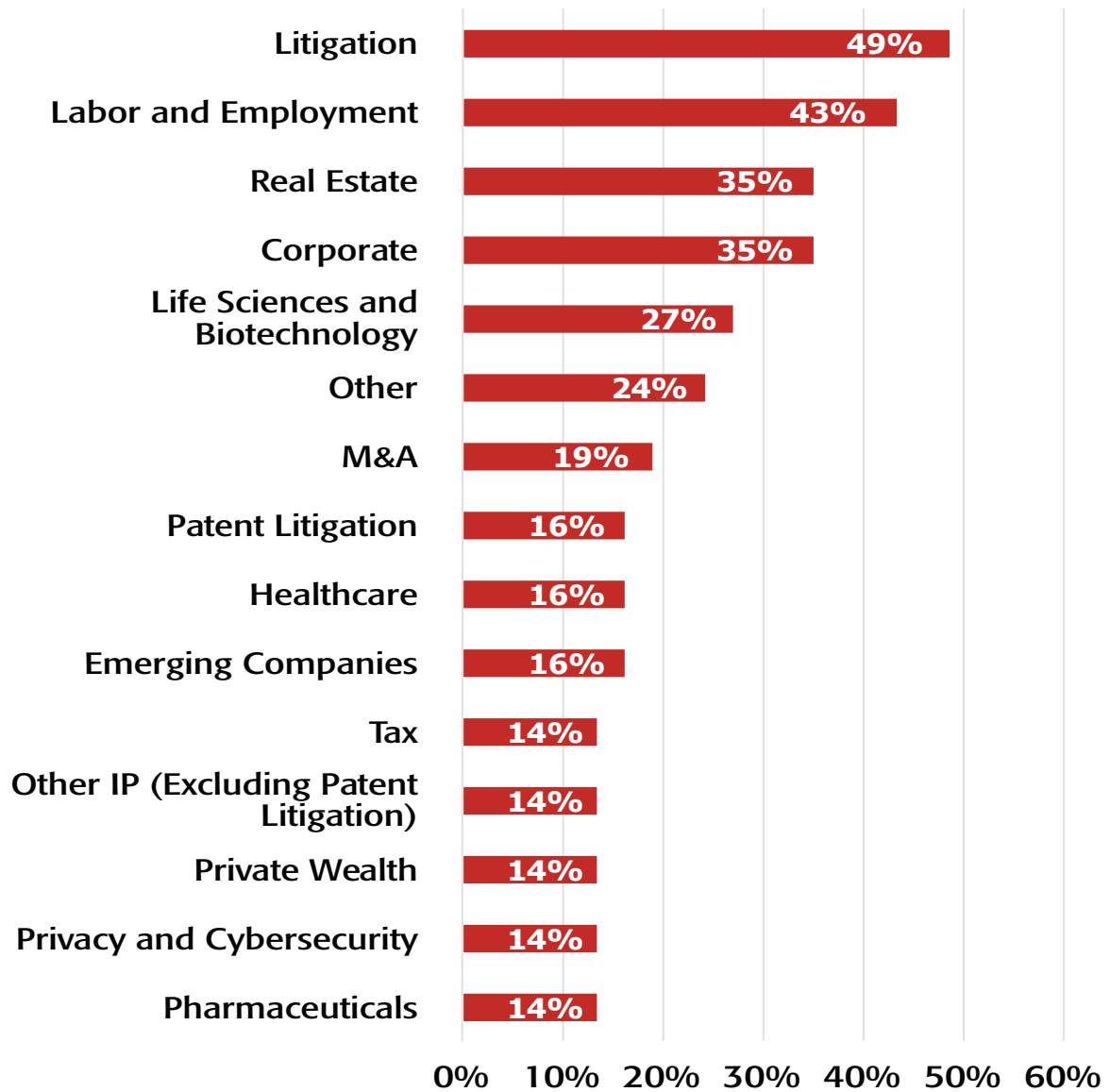
YOUR FIRM



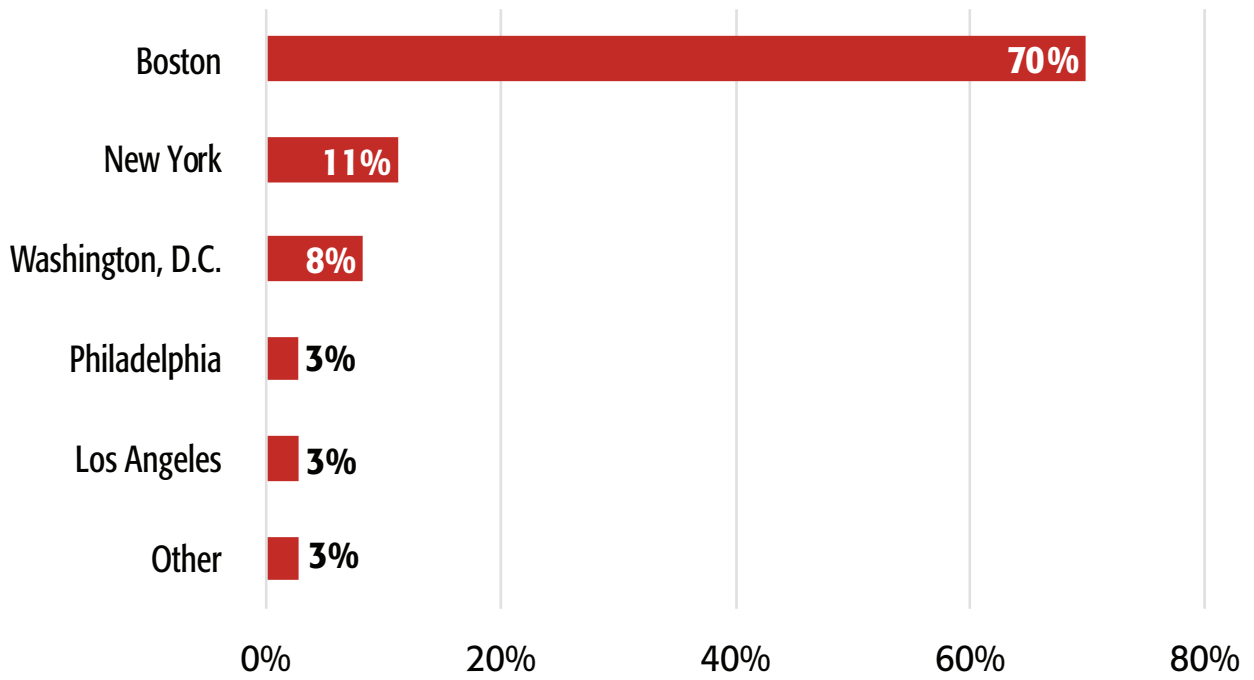
ENVIRONMENT GENERALLY FOR  
LAW FIRMS IN BOSTON



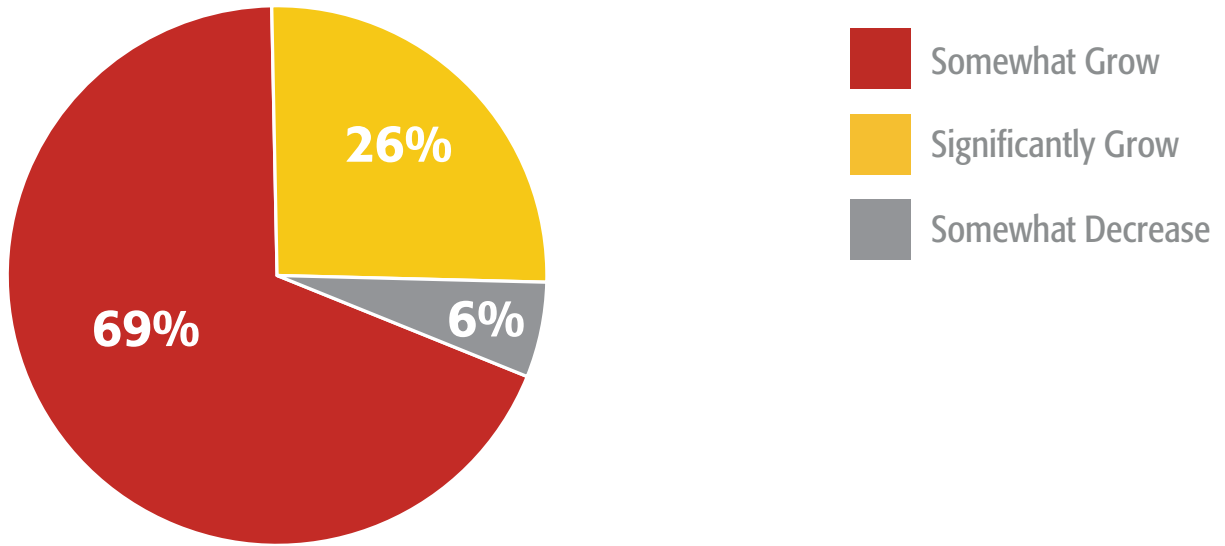
2. Which of the following practices/industry sector teams would you like to grow or add in the next 3 to 5 years?



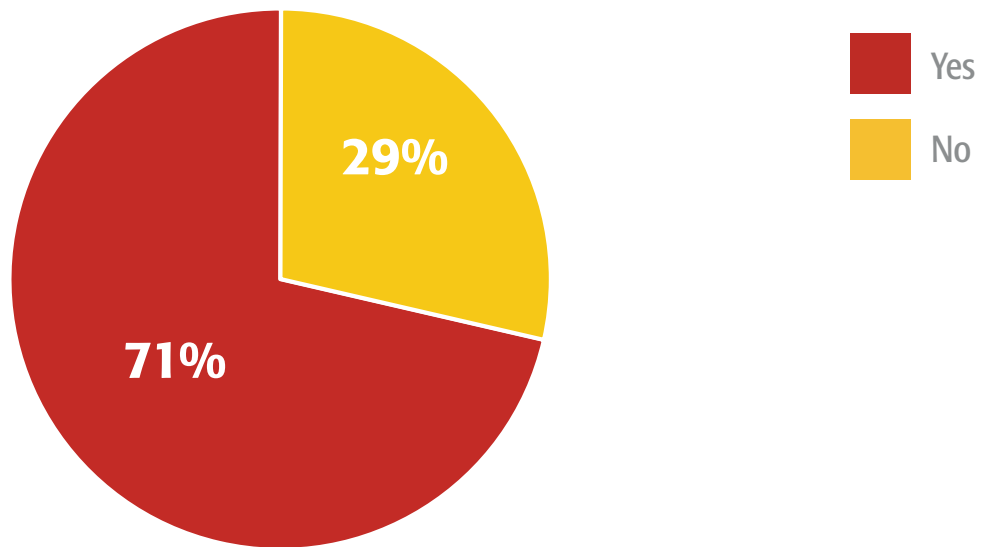
**3.** Which of the following geographies would you like to grow or add in the next 3 to 5 years?



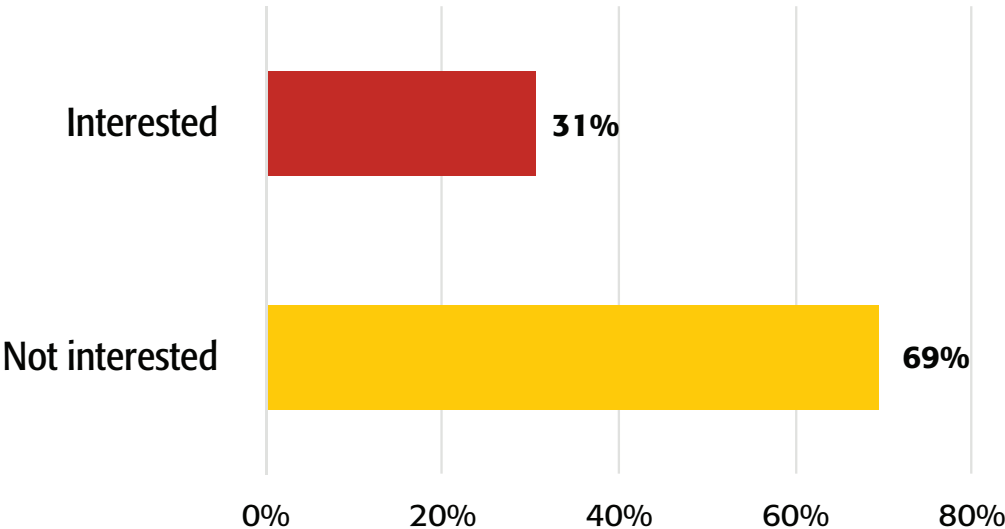
4. In the coming year, do you feel the level of competition from non-Boston-based law firms in Boston will:



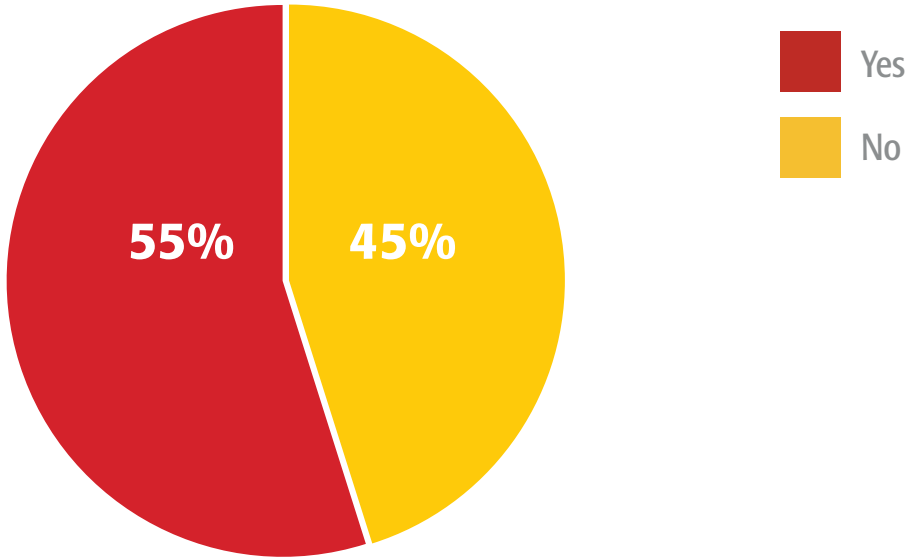
5. In the past year, has your firm been approached to combine with another firm?



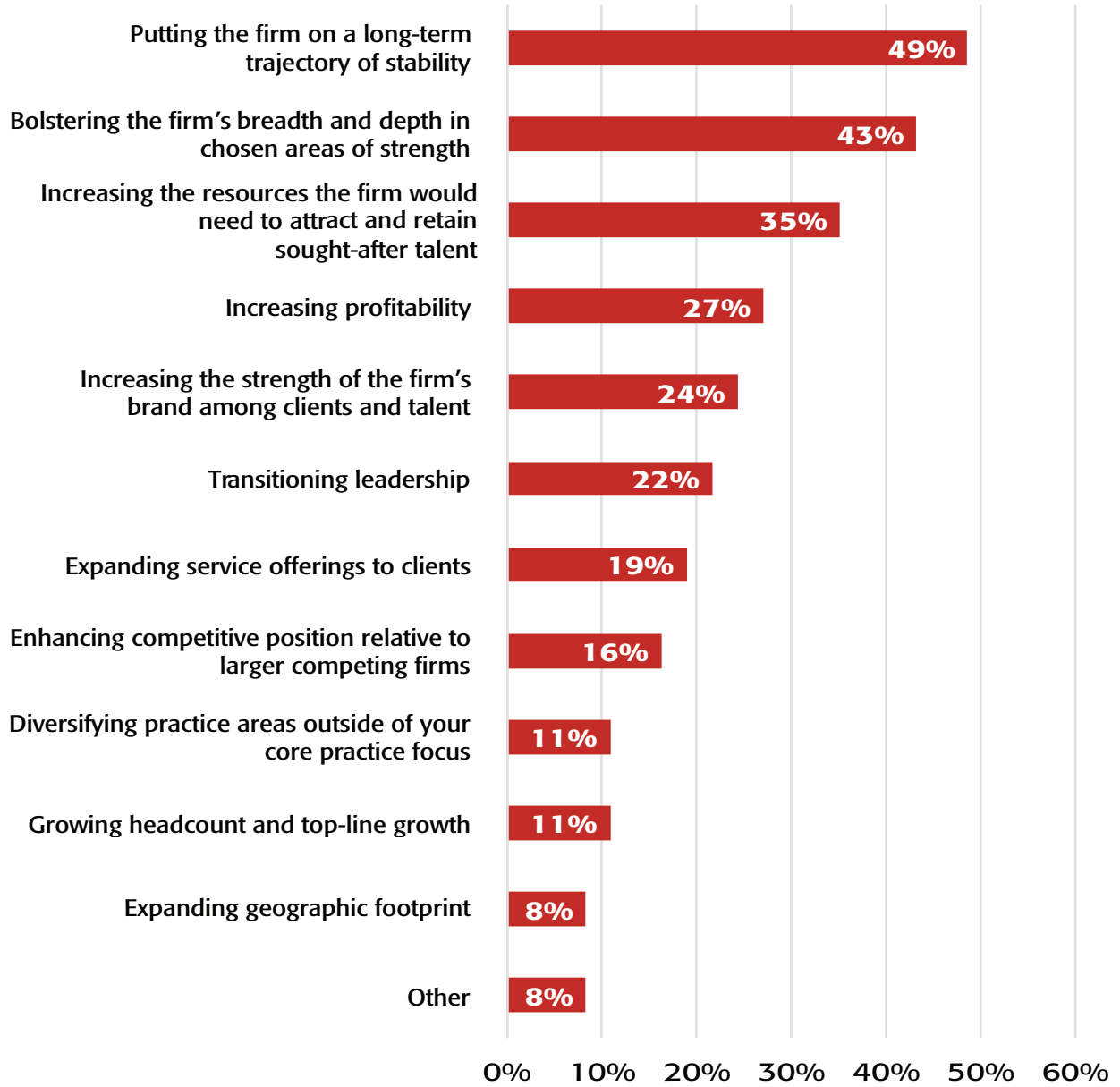
**6.** Would you consider a combination with another firm within the next 3-5 years?



**7.** Of the firms interested in combining, are you interested in a combination with a larger firm?

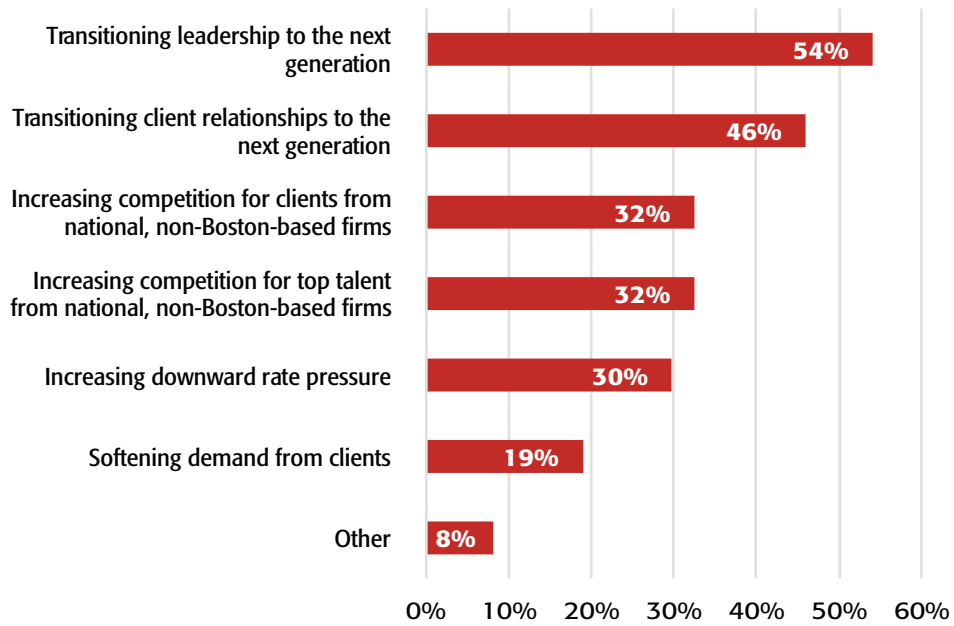


**8. What would your top three objectives be in combining with another firm?**

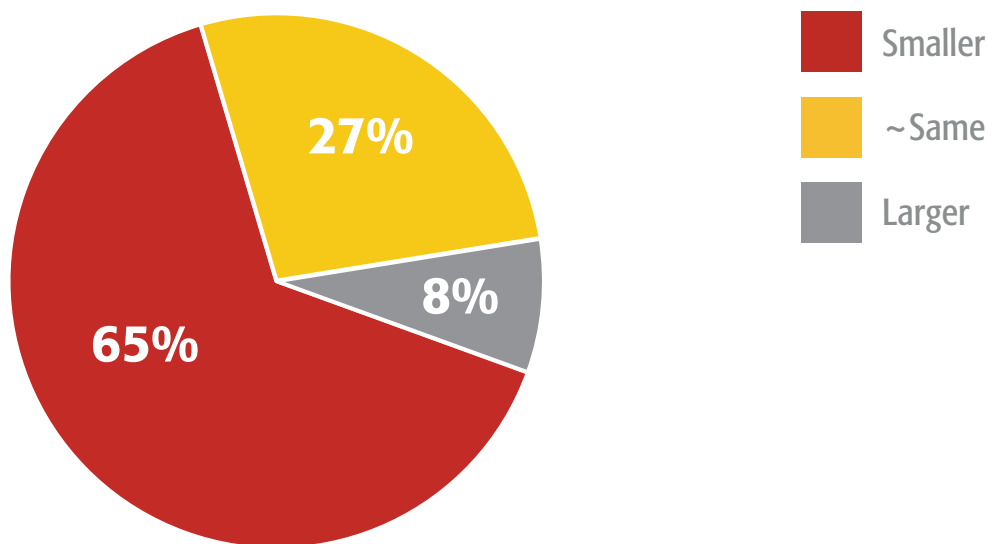




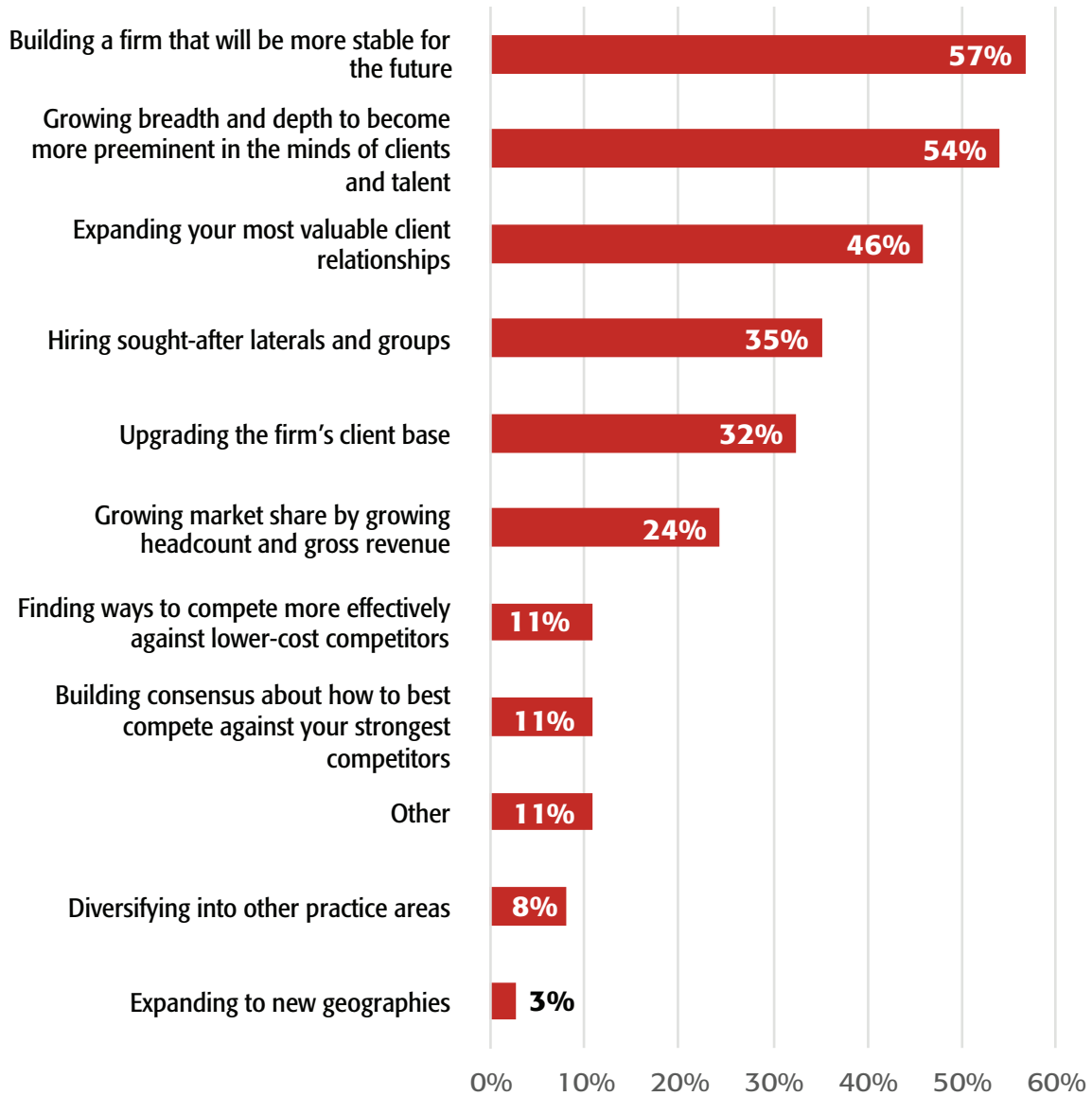
**9.** What are the three biggest challenges facing your firm in the next 3 to 5 years?



**10.** How would you describe the headcount of your firm relative to your three most significant competitors?



## 11. What are your three highest priorities for your firm in the next 3-5 years?



# 2019 Law Firm Leaders Survey **Boston**

---

The 2019 Law Firm Leaders Survey (**Boston**) was sponsored by Zeughauser Group, a leading law firm consultancy.

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).

