

2019
Law Firm
Leaders Survey
Washington DC



2019 LAW FIRM LEADERS SURVEY: MORE LAW FIRM MERGERS AHEAD IN WASHINGTON DC

58% report they were approached to combine with another firm in the past year. DC remains a highly sought-after growth destination.

Many DC firms remain entrenched, and only **20%** are open to considering a combination with another firm in the next three to five years. But of the firms considering combinations, more likely than not (**55%**), firm leaders are interested in a transformational combination with a larger or similarly-sized firm.

Many firms continue to prioritize growth in DC (**45%**) more than any other geography. Outside of the Beltway, the Bay Area was the highest-priority growth geography (**33%**). This emerging geographic focus potentially reflects new practice priorities. After litigation (**43%**) and regulatory (**27%**) practices, cybersecurity/privacy (**20%**) was the most commonly mentioned growth area.

While a majority of firms (**53%**) experienced an increase in demand after the 2018 mid-term elections, **89%** of participating firms expect a more competitive market in 2019.

ABOUT

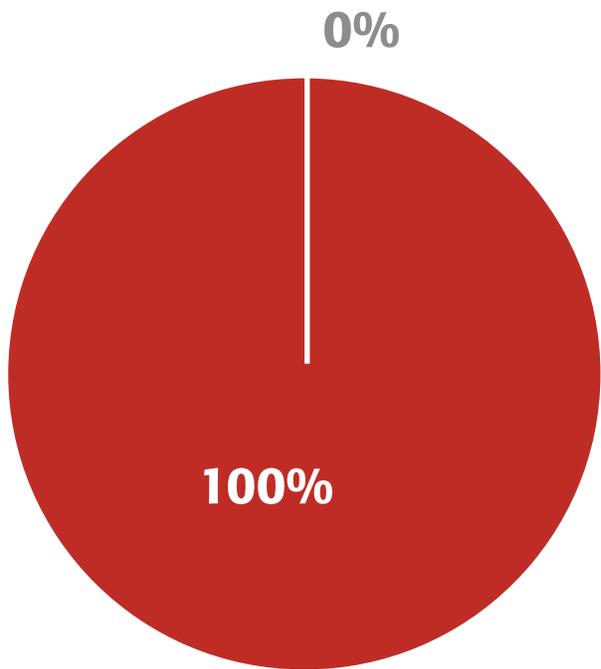
- Survey respondents were exclusively managing partners and other senior leaders of Washington DC law firms ranging in size from less than 10 to nearly 150 attorneys.
- The survey findings are based on the contributions of 36 respondents.
- The objective of the survey was to learn about the outlook that respondents have for the future, including the nature and extent of their growth aspirations.
- The survey was conducted in the first half of 2019.
- The average headcount of participating firms is 35 attorneys.
- 78% of participating firms' headcount is located in Washington DC.
- 41% of participating firms' headcount is focused on Regulatory, followed by Litigation (30%), Investigations (16%), Antitrust (6%), Corporate (6%), and Environmental (6%).
- 42% of respondent firms are ranked by Chambers for their chosen areas of focus.
- 81% of respondent firms are ranked by U.S. News for their chosen areas of focus.

WHAT FOLLOWS ARE HIGHLIGHTS FROM THIS YEAR'S REPORT.

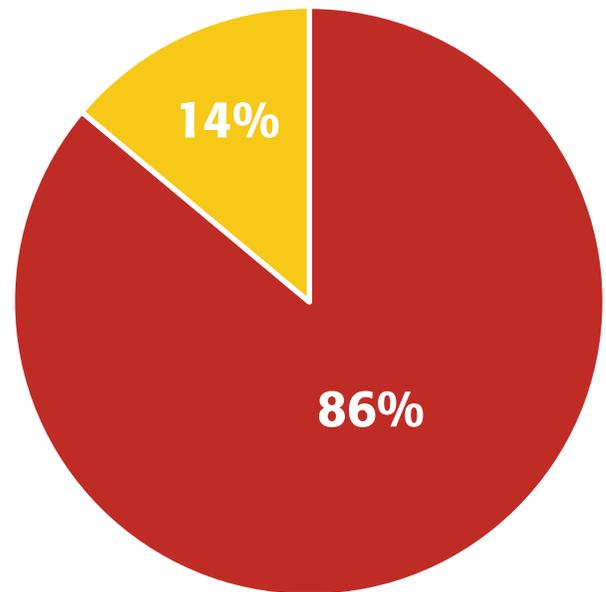
For more information, contact Kent Zimmermann at 312-810-8008 or zimmermann@consultzg.com.

1. & 2. When thinking about your firm in 2019 vs. the overall law firm environment in DC, are you?

 Optimistic  Concerned



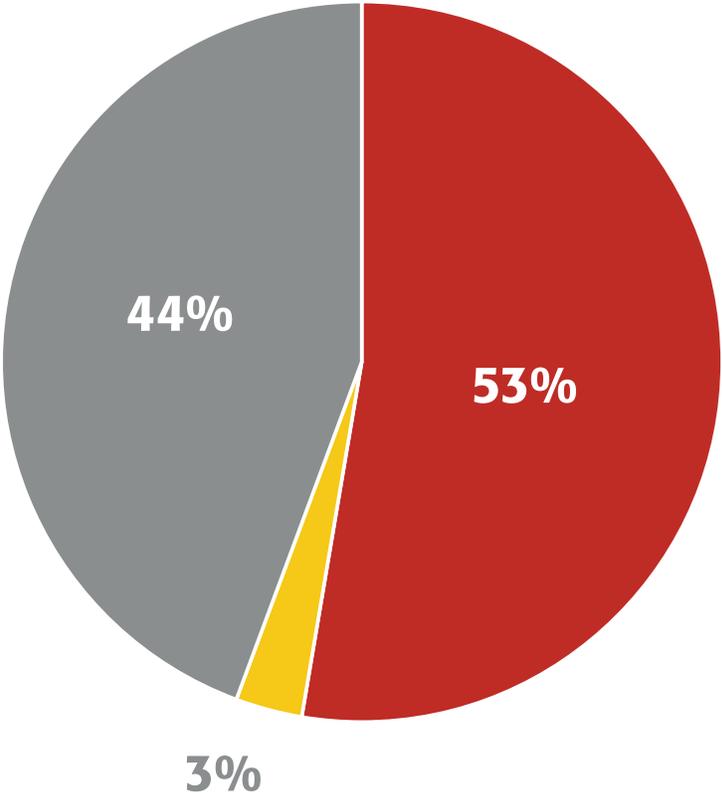
YOUR FIRM



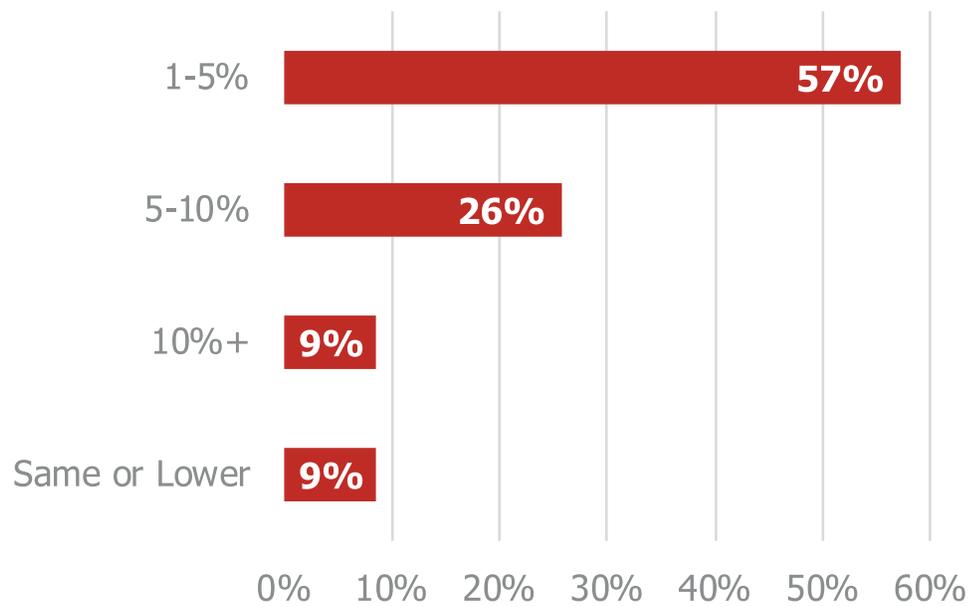
ENVIRONMENT GENERALLY FOR
LAW FIRMS IN DC

3. When thinking about your firm in 2019 vs. the overall law firm environment in DC, are you?

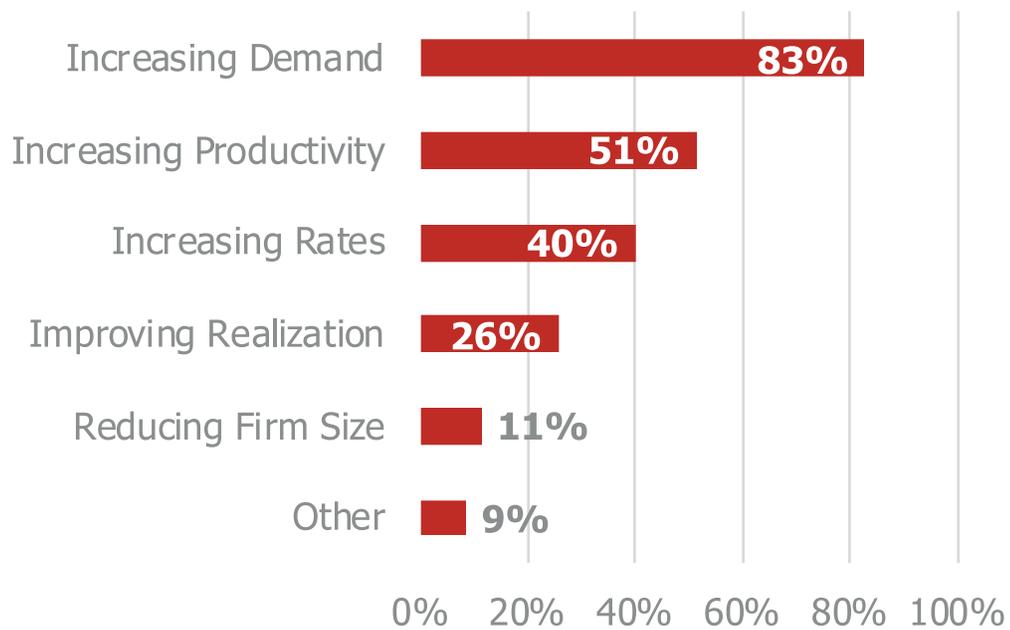
Increased Decreased No Change



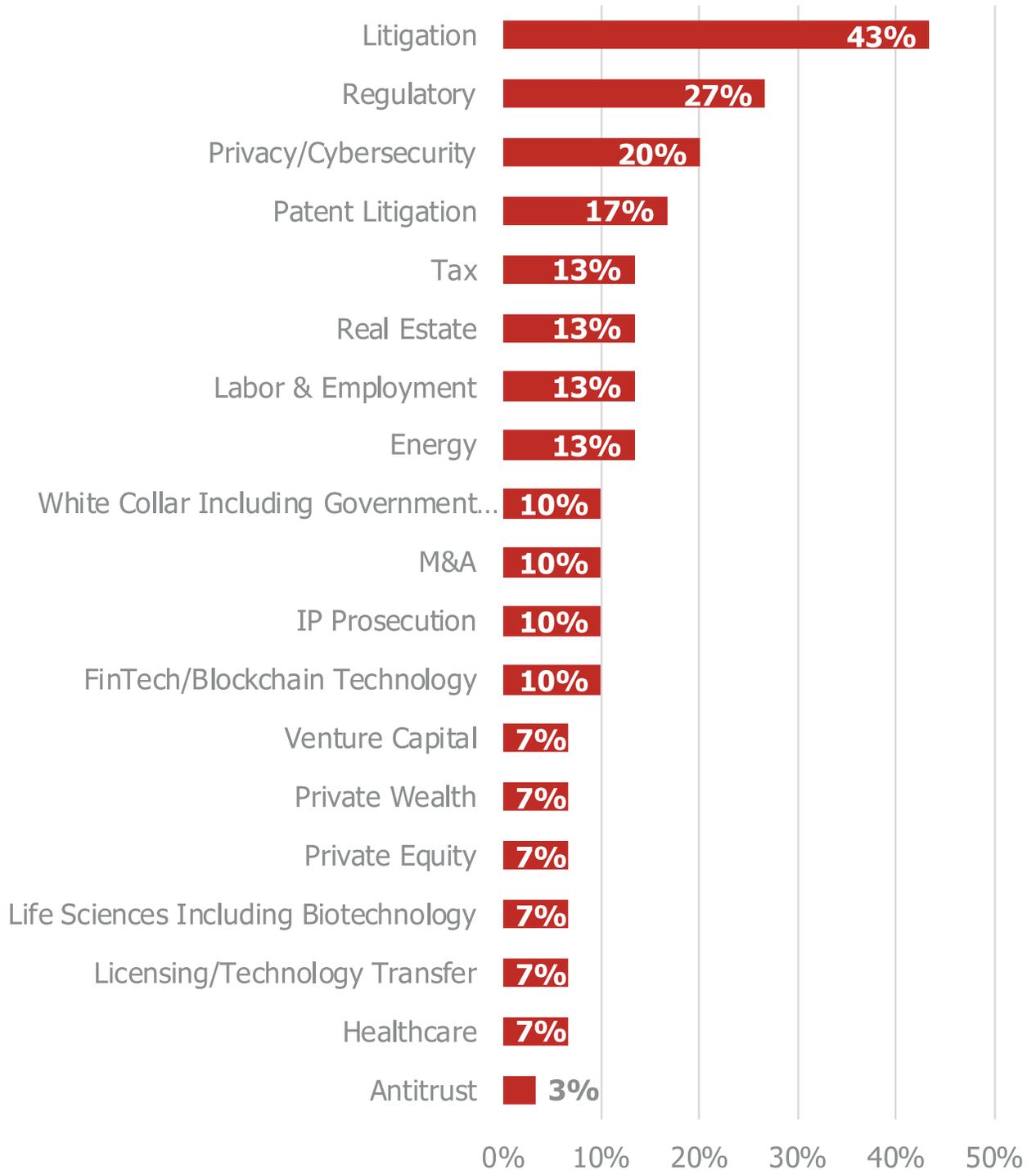
4. Do you expect that your firm's Revenue Per Lawyer ("RPL") will increase in 2019 versus 2018?



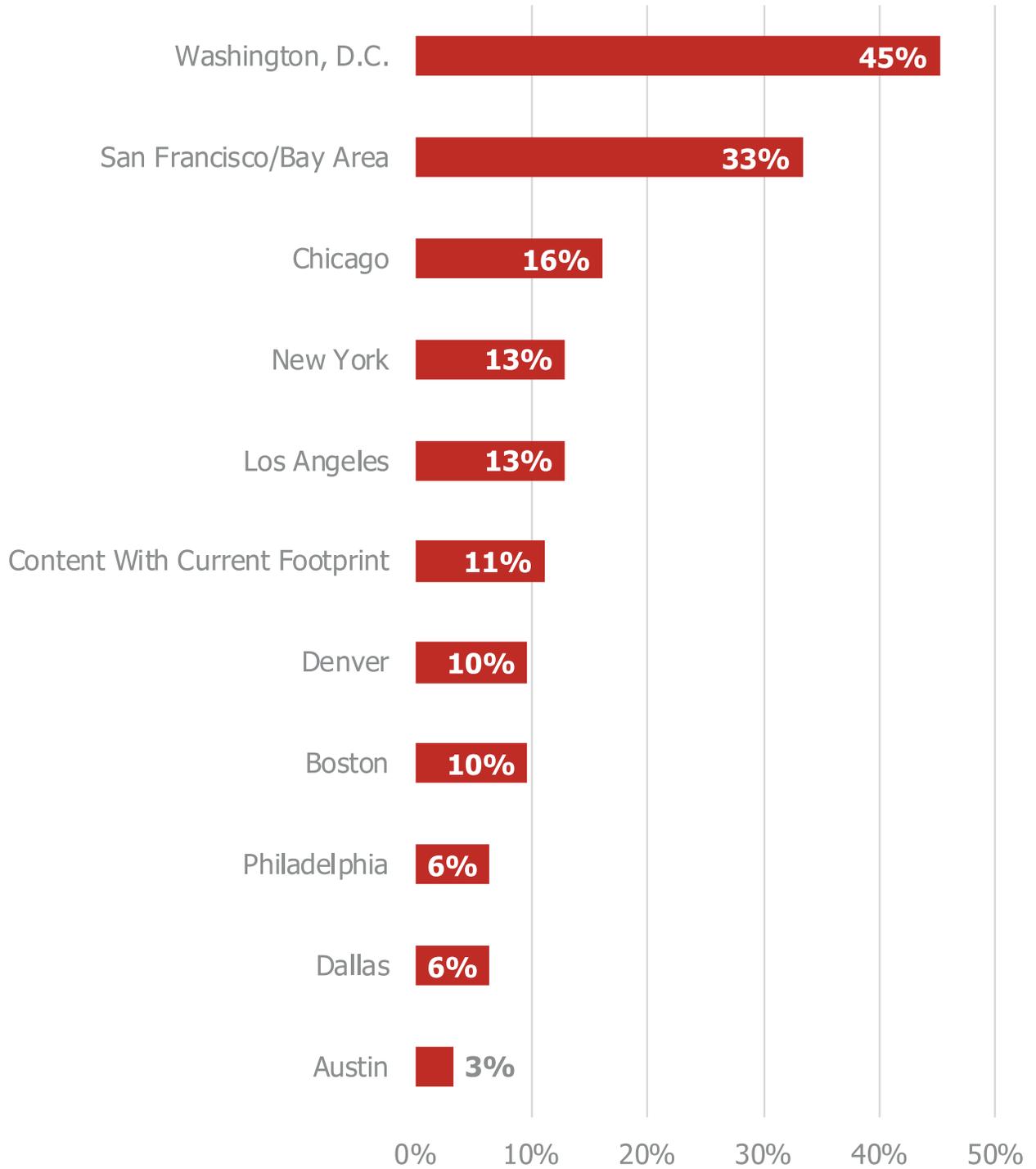
5. What is likely to drive growth in your firm's Revenue Per Lawyer ("RPL") in 2019 versus 2018?



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

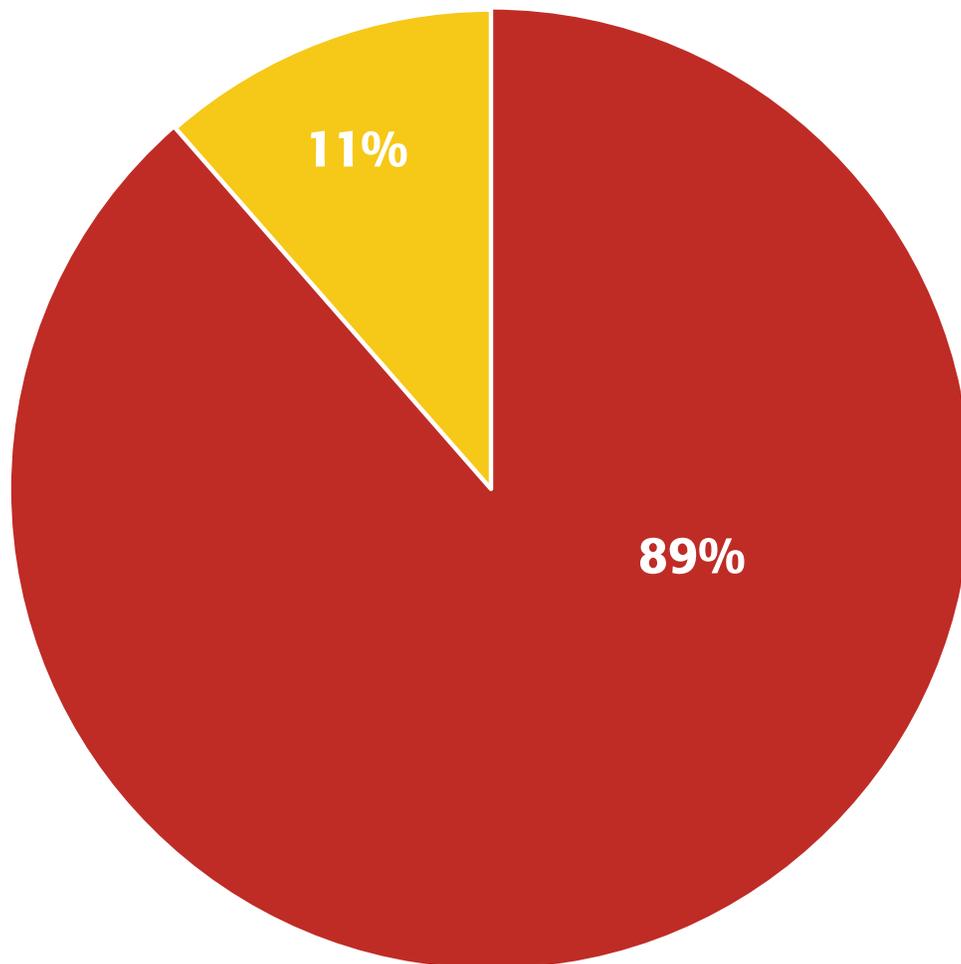


7. Which of the following geographies would you like to grow or add in the next 3 to 5 years?



8. In the coming year, do you feel the level of competition from national, non-D.C.-based law firms will:

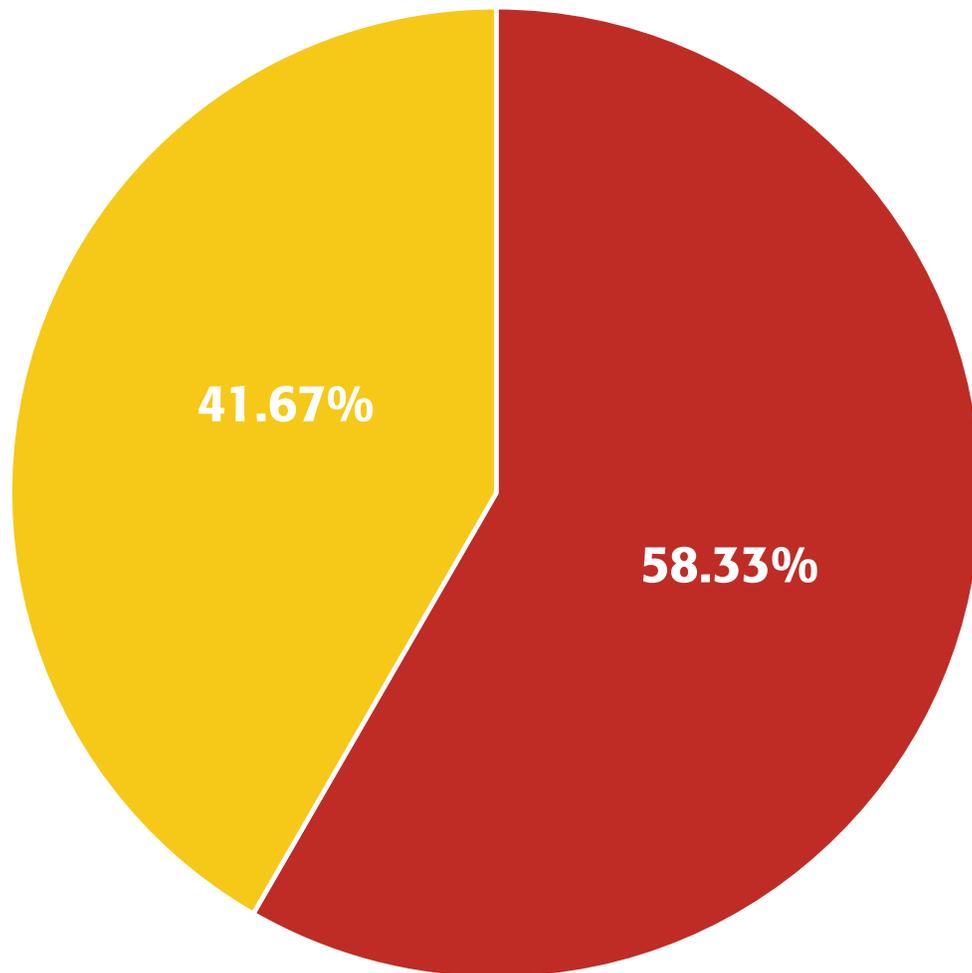
■ Increase ■ Decrease



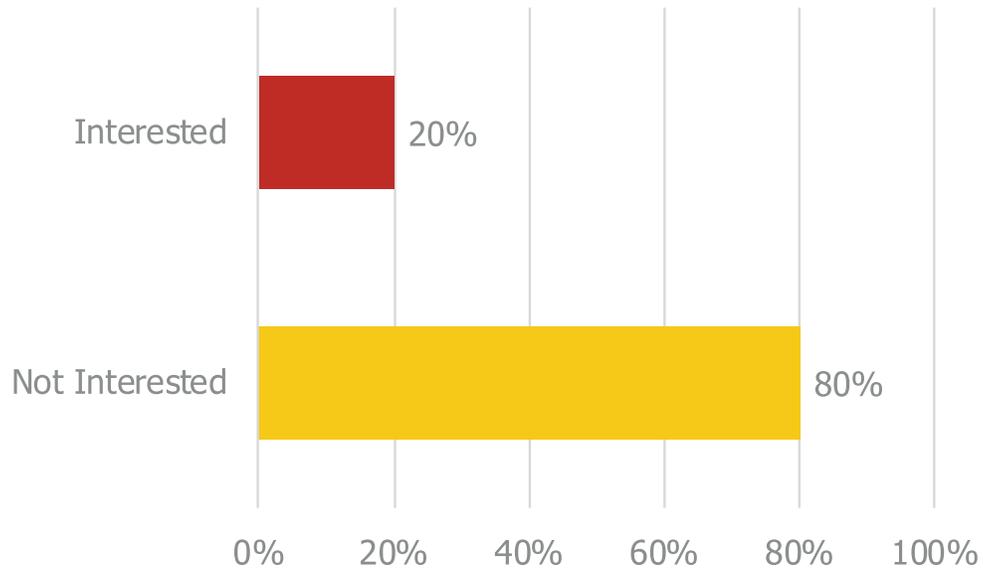
9. In the past year, has your firm been approached to combine with another firm?

Yes

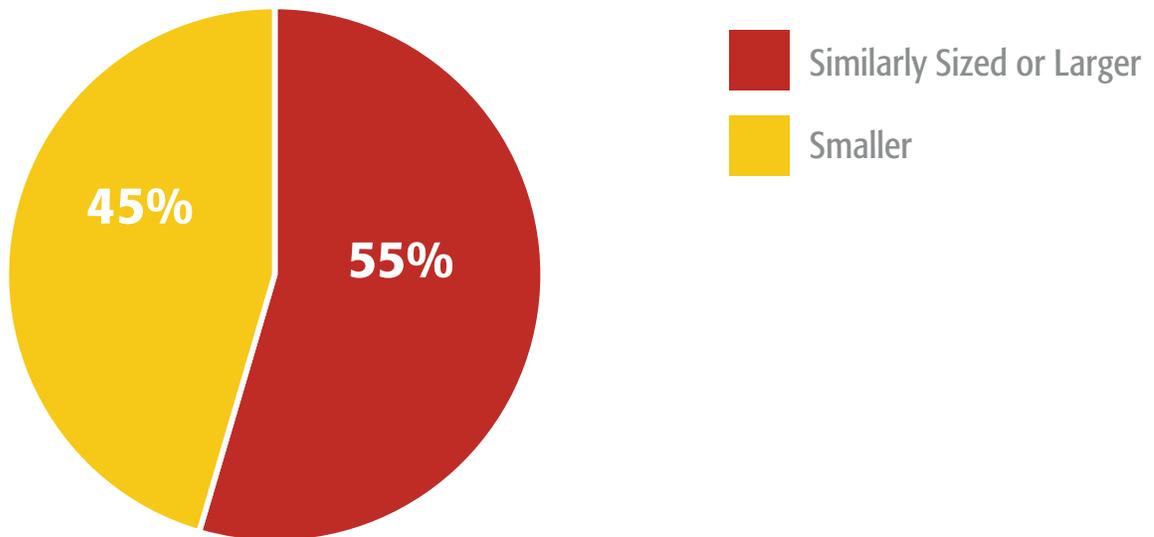
No



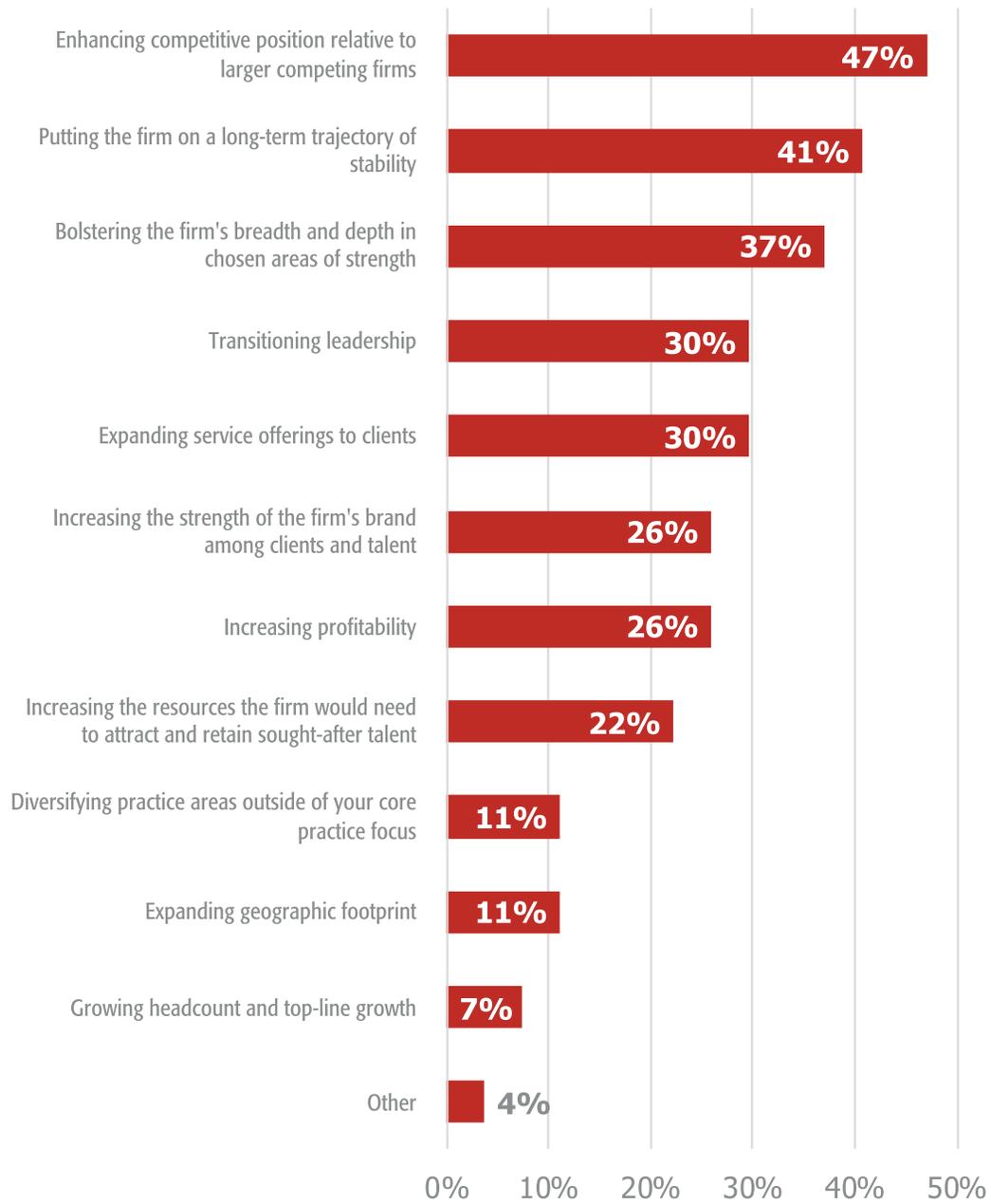
10. Would you consider a combination with another firm within the next 3-5 years?



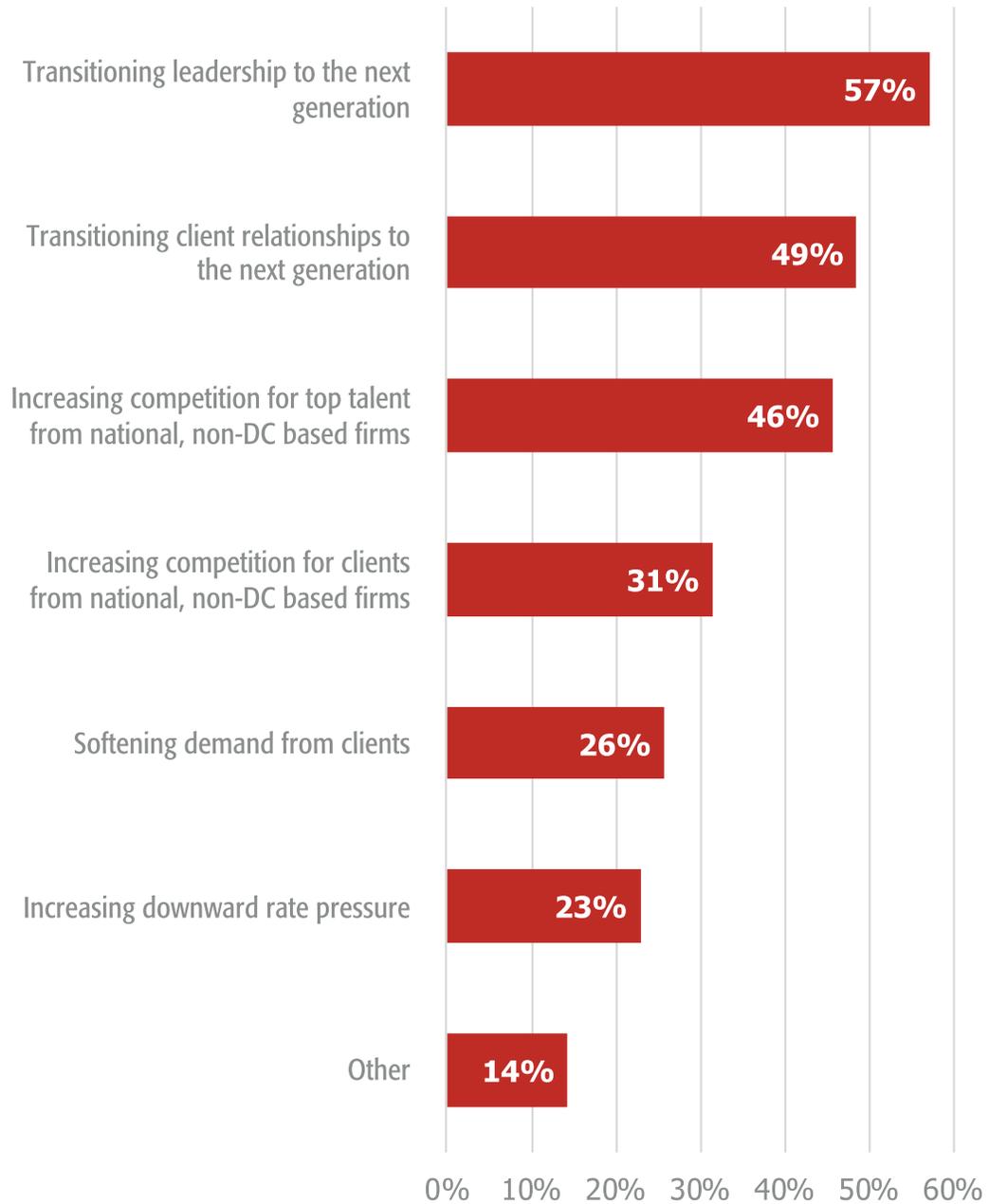
11. Of the firms interested in combining, are you interested in a combination with a larger firm?



12. What would be your top three objectives if you combine with another firm?

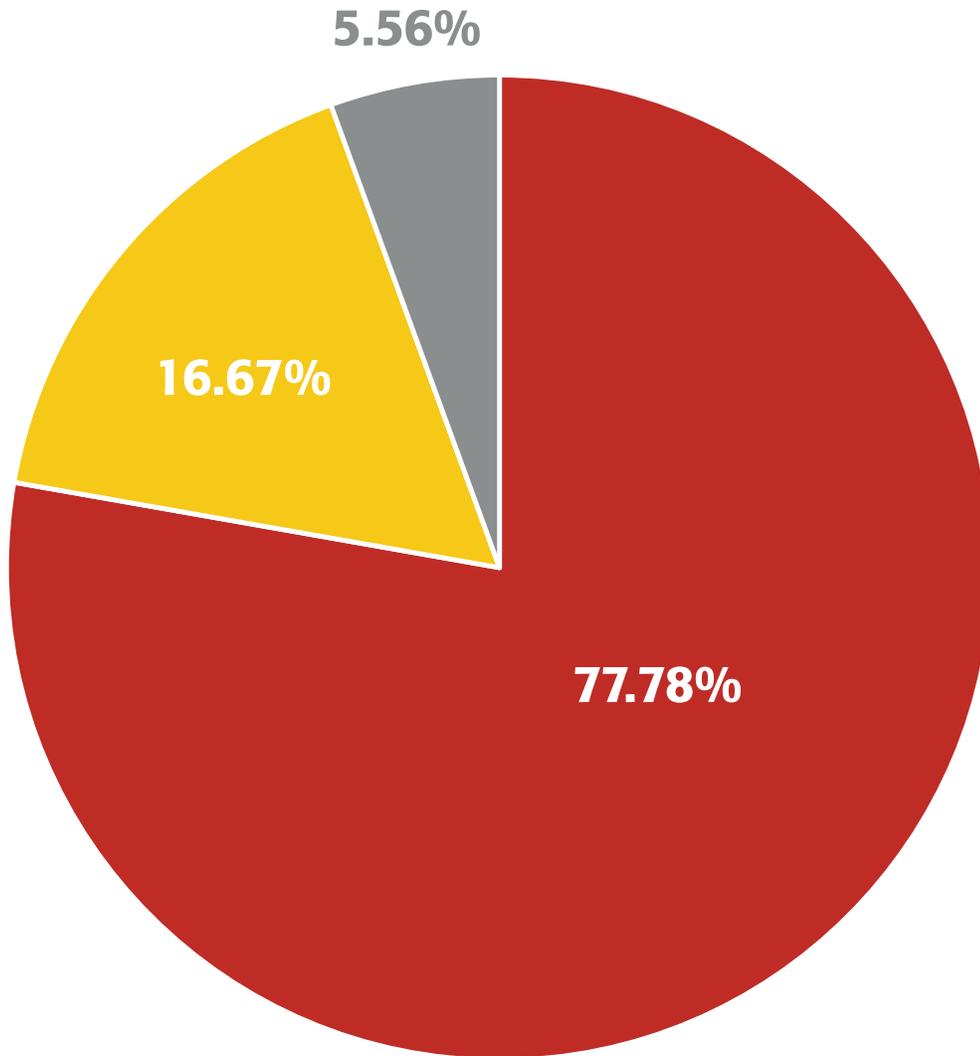


13. What are the three biggest challenges facing your firm in the next 3 to 5 years?

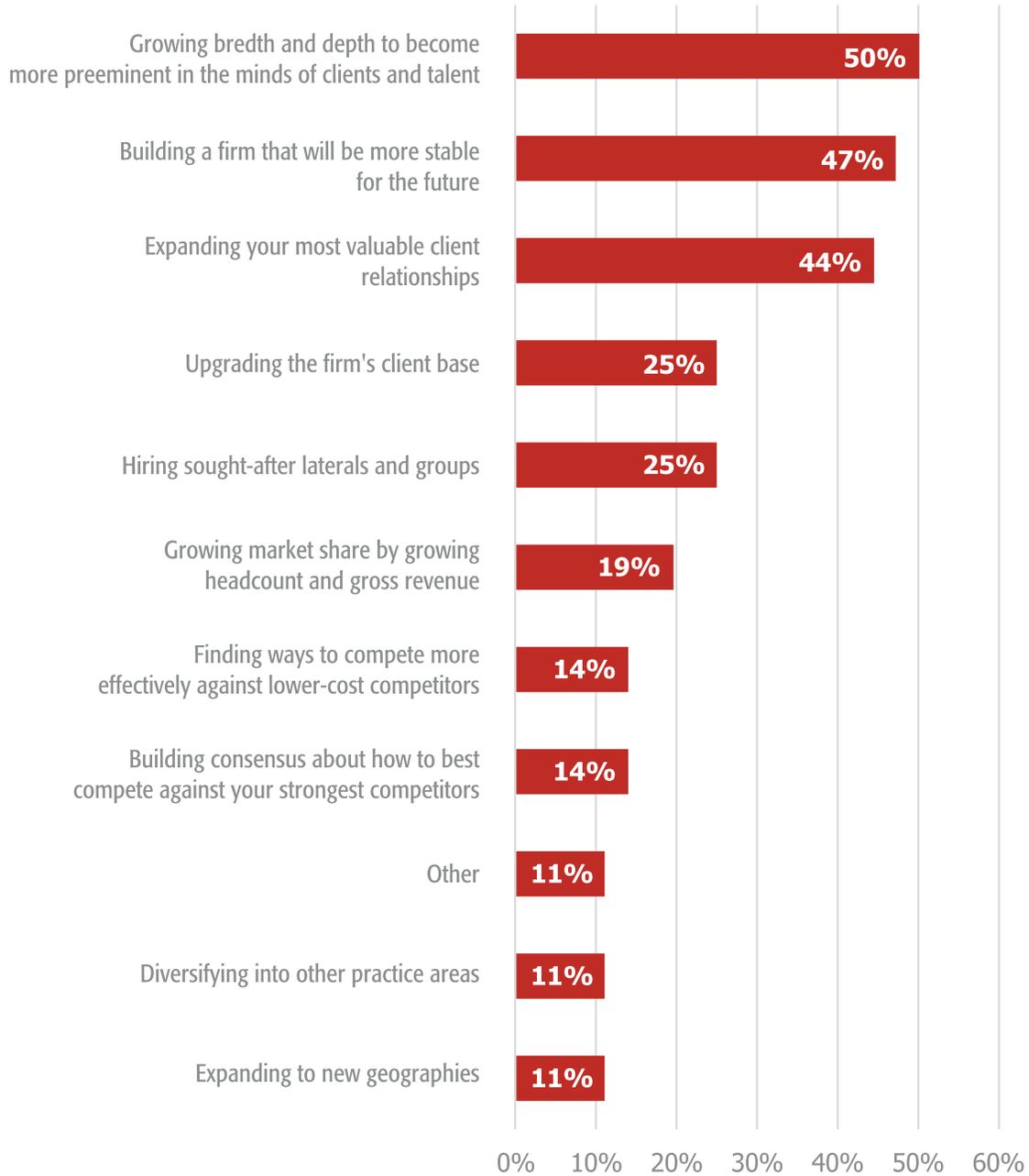


14. How would you describe the headcount of your firm relative to your three most significant competitors?

■ Smaller ■ ~Same ■ Larger



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



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The 2019 Law Firm Leaders Survey - Washington DC was sponsored by leading law firm consultancy, Zeughauser Group.

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

To learn more about Zeughauser Group, visit www.consultzg.com.

