

2018  
Law Firm  
Leaders  
Survey **Texas**

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## 2018 LAW FIRM LEADERS SURVEY: MORE LAW FIRM MERGERS AHEAD IN TEXAS

**82%** report they were approached to combine with another firm in the past year. Texas remains a highly sought-after growth destination.

**32%** are open to considering a combination with another firm in the next three to five years. Of these, **80%** indicated interest in a transformational combination with a larger or similarly-sized firm.

Most firms prioritize doubling down in Texas. The highest priority growth geographies for Texas firms were Houston (**35%**), Dallas (**31%**) and Austin (**27%**).

**48%** of participating firms are smaller than their most significant competitors. **89%** of participating firms expect a more competitive market in 2018.

### ABOUT

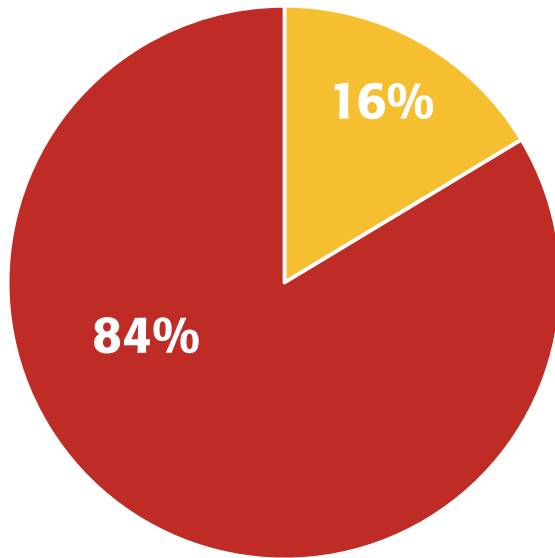
Survey respondents were exclusively managing partners and other senior leaders of Texas law firms ranging in size from 10 to 200 attorneys.

- The survey findings are based on the contributions of 60 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 2017.
- The average headcount of participating firms is 35 attorneys.
- 43% of participating firm headcount is based in Houston and 38% is based in Dallas.
- 58% of the average respondent firm's headcount is focused on Litigation, followed by Real Estate (16%), Corporate (15%), Intellectual Property (13%), and Energy (7%).
- 29% of respondent firms were ranked by Chambers for their chosen areas of focus.
- 45% of respondent firms were ranked by U.S. News for their chosen areas of focus.

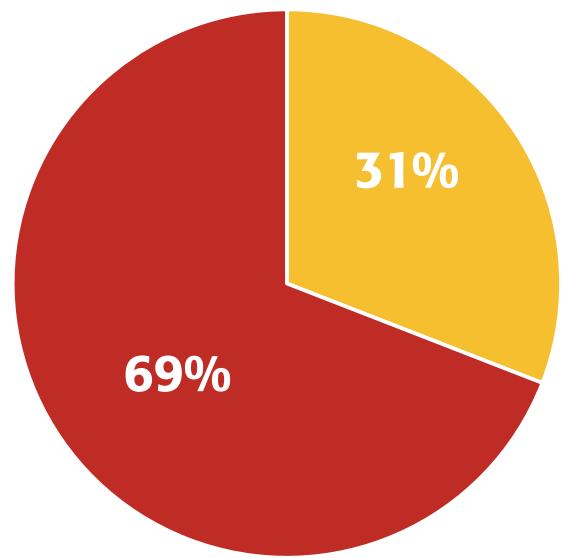
WHAT FOLLOWS ARE HIGHLIGHTS FROM THIS YEAR'S REPORT.

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

**1.** When thinking about your firm in 2018 vs. the overall law firm environment in Texas, are you?



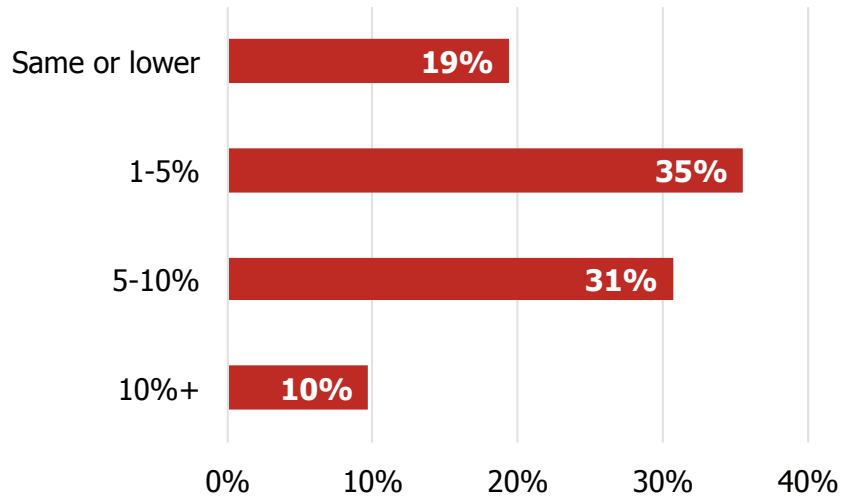
YOUR FIRM



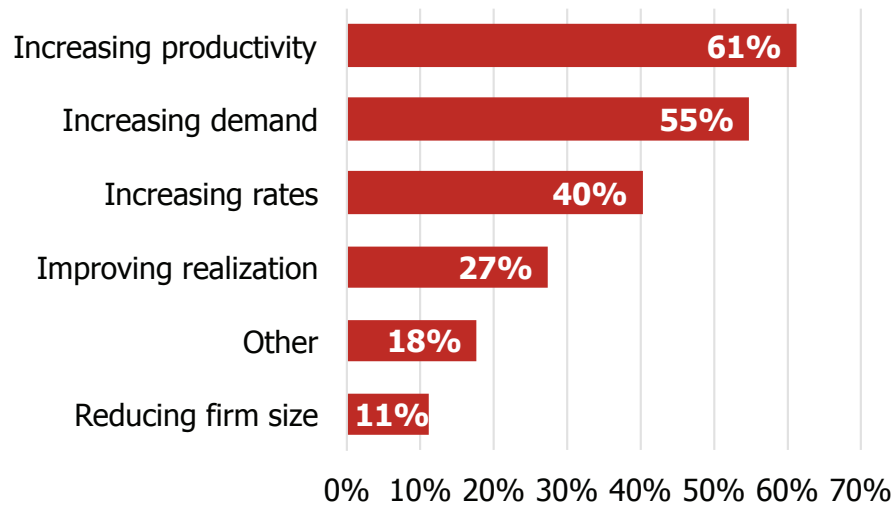
ENVIRONMENT GENERALLY FOR  
LAW FIRMS IN TEXAS



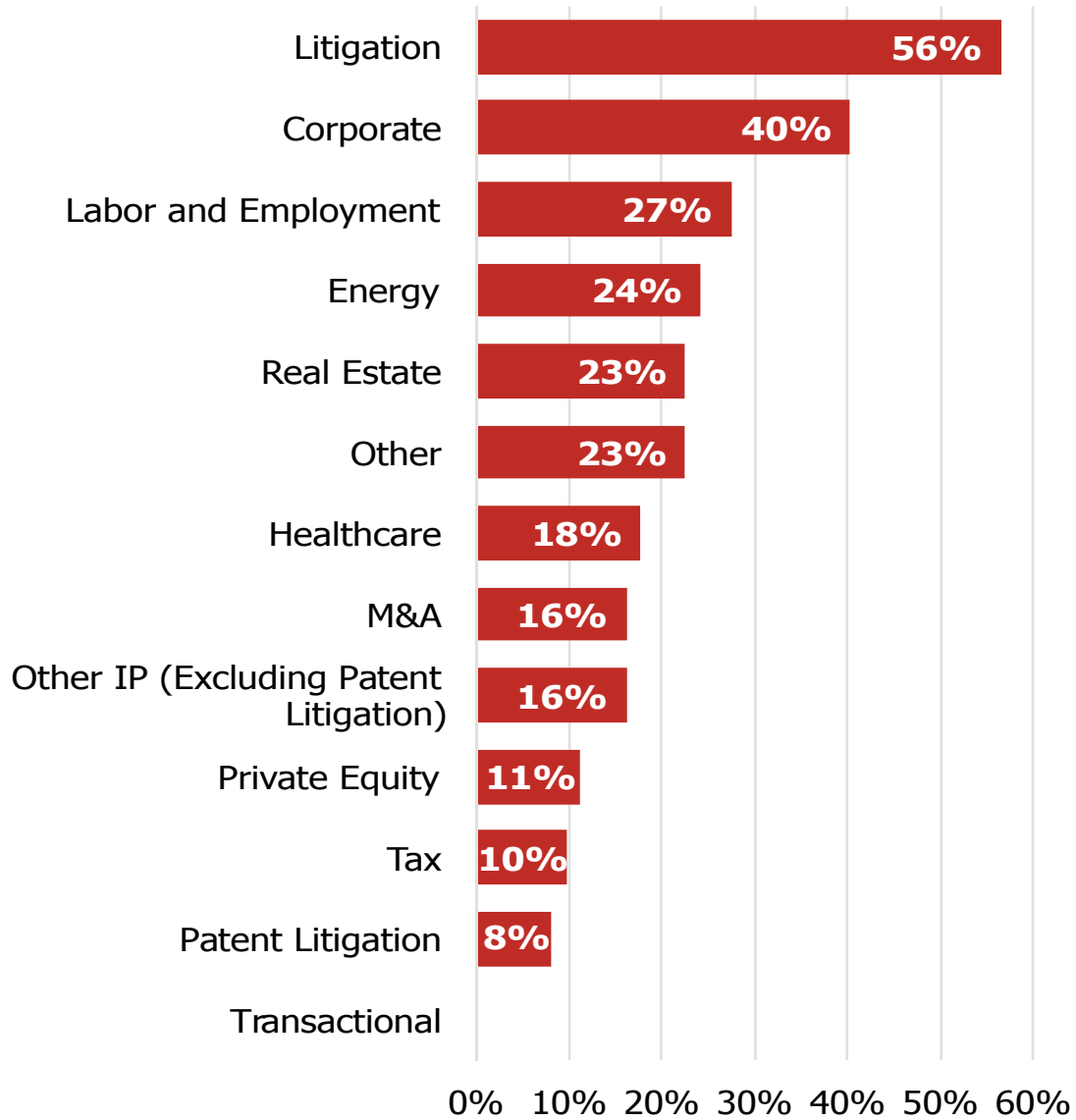
**2. Do you expect that your firm's Revenue Per Lawyer ("RPL") will increase in 2018 versus 2017?**



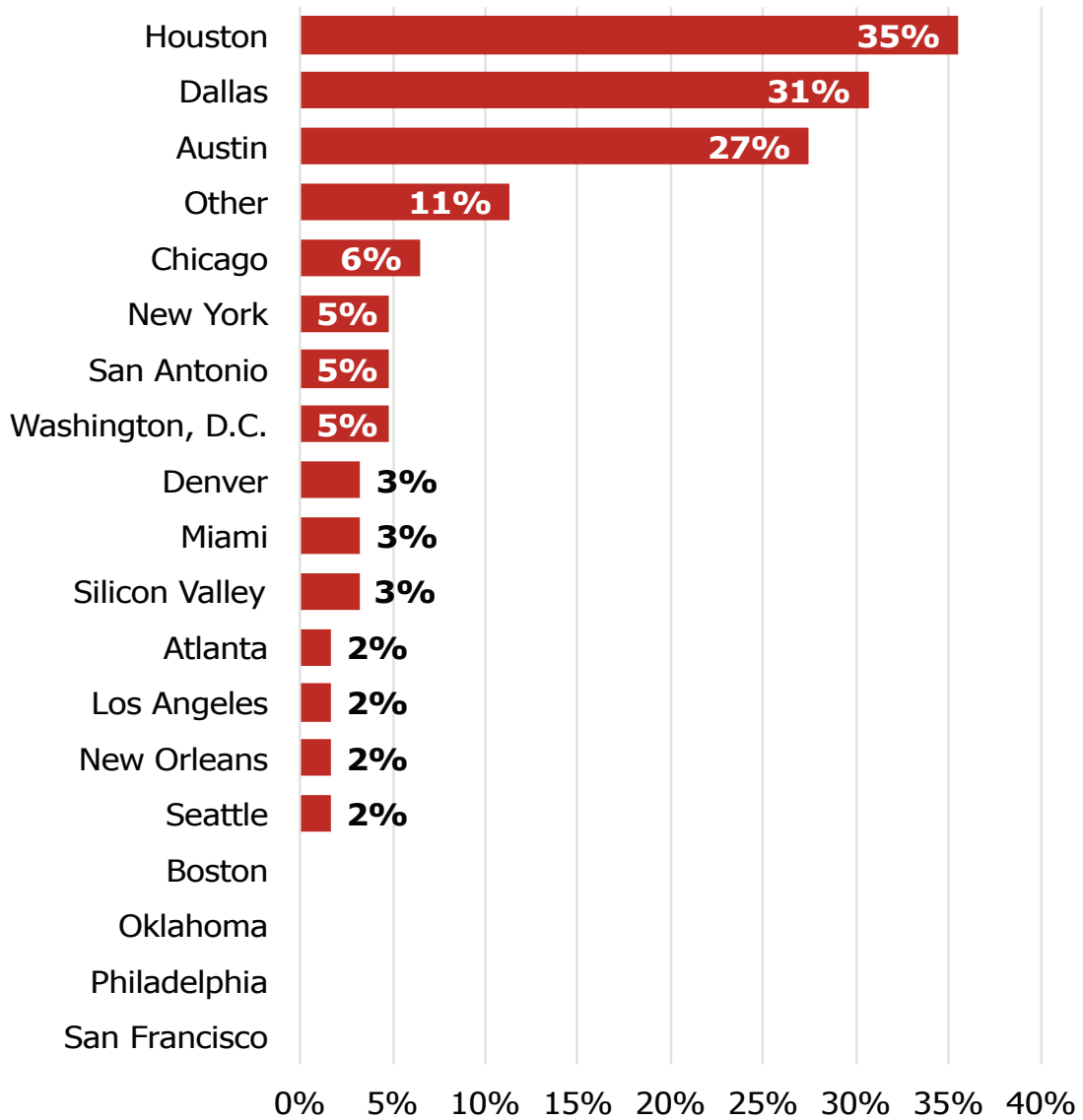
**3. What is likely to drive growth in your firm's Revenue Per Lawyer ("RPL") in 2018 versus 2017?**



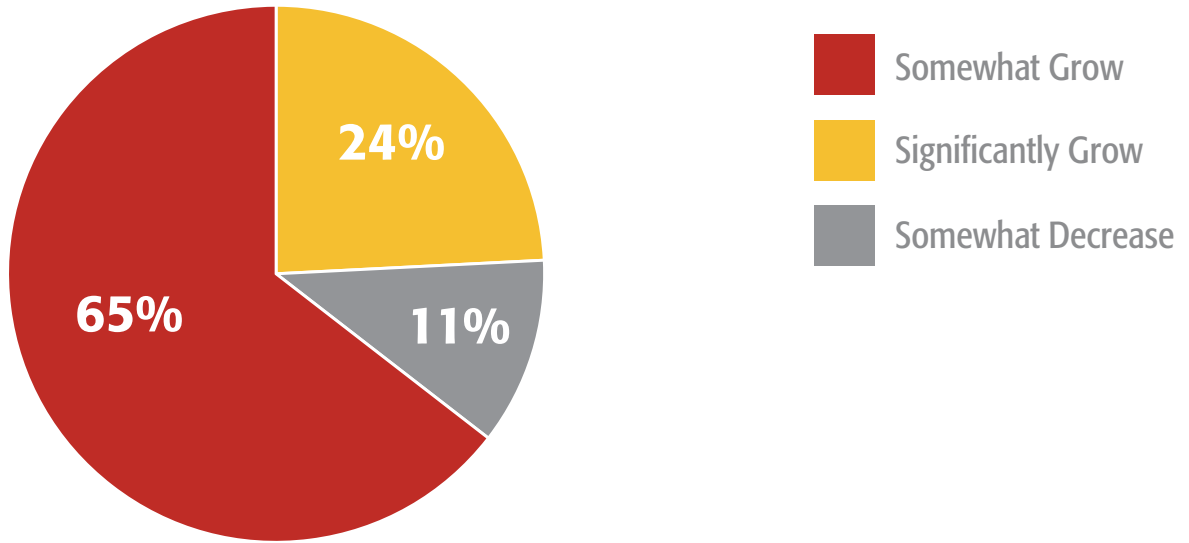
4. Which of the following practices/industry sector teams would you like to grow or add in the next 3 to 5 years?



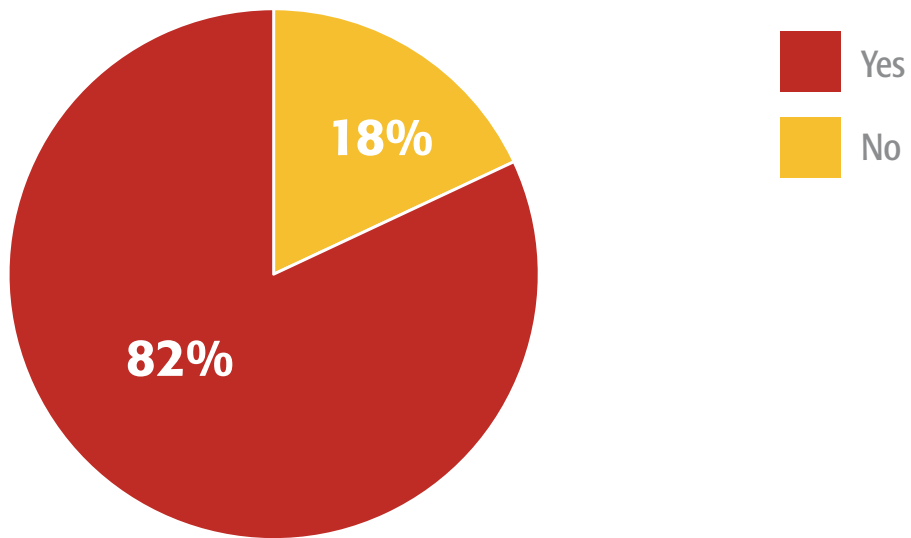
5. Which of the following geographies would you like to grow or add in the next 3 to 5 years?



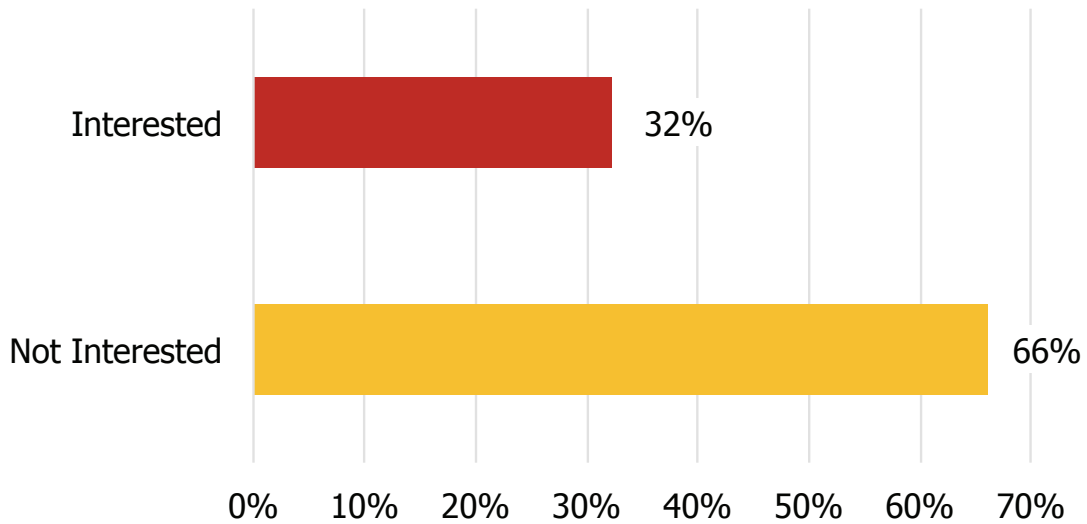
6. In the coming year, do you feel the level of competition from non Texas-based law firms in Texas will:



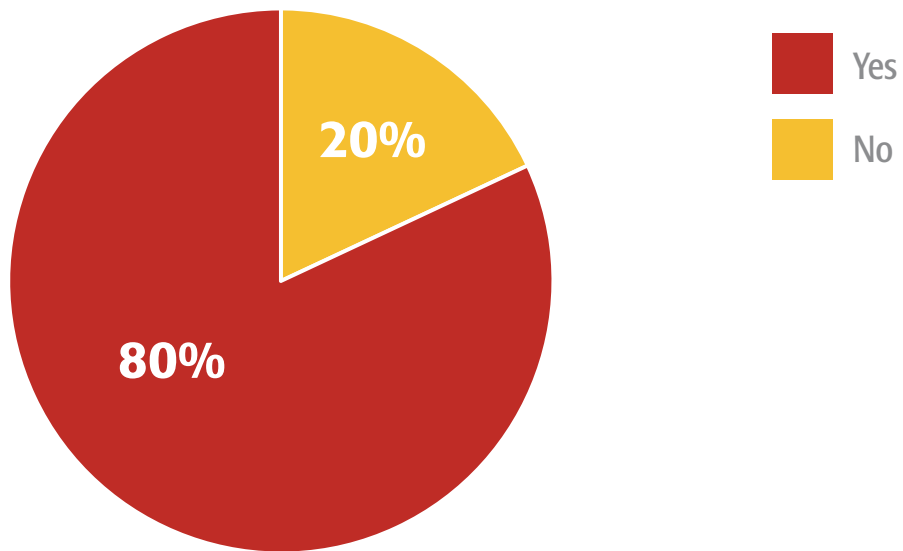
7. In the past year, has your firm been approached to combine with another firm?



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

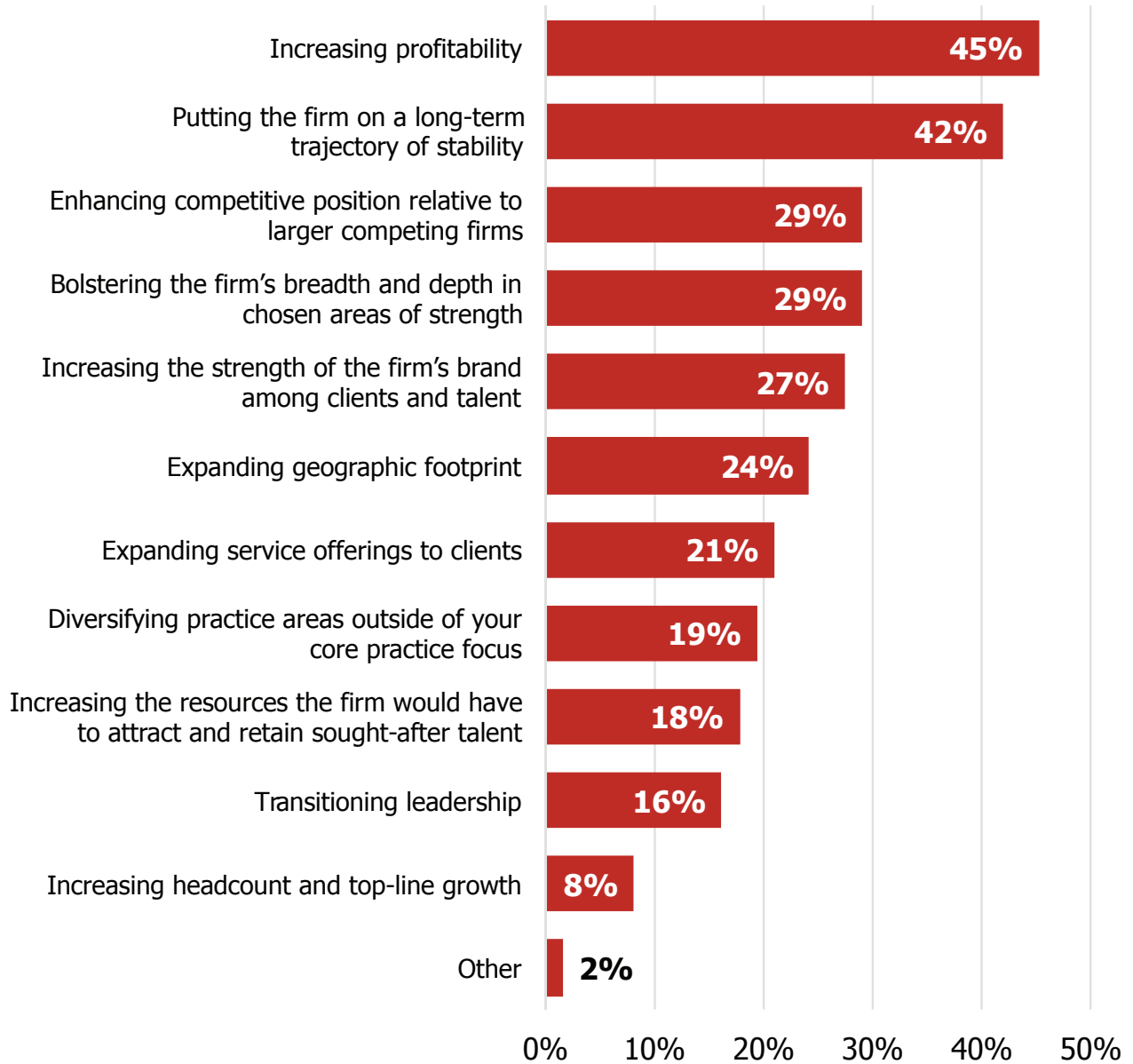


**9.** Of the firms interested in combining, are you interested in a transformational combination with a similarly-sized or larger firm?

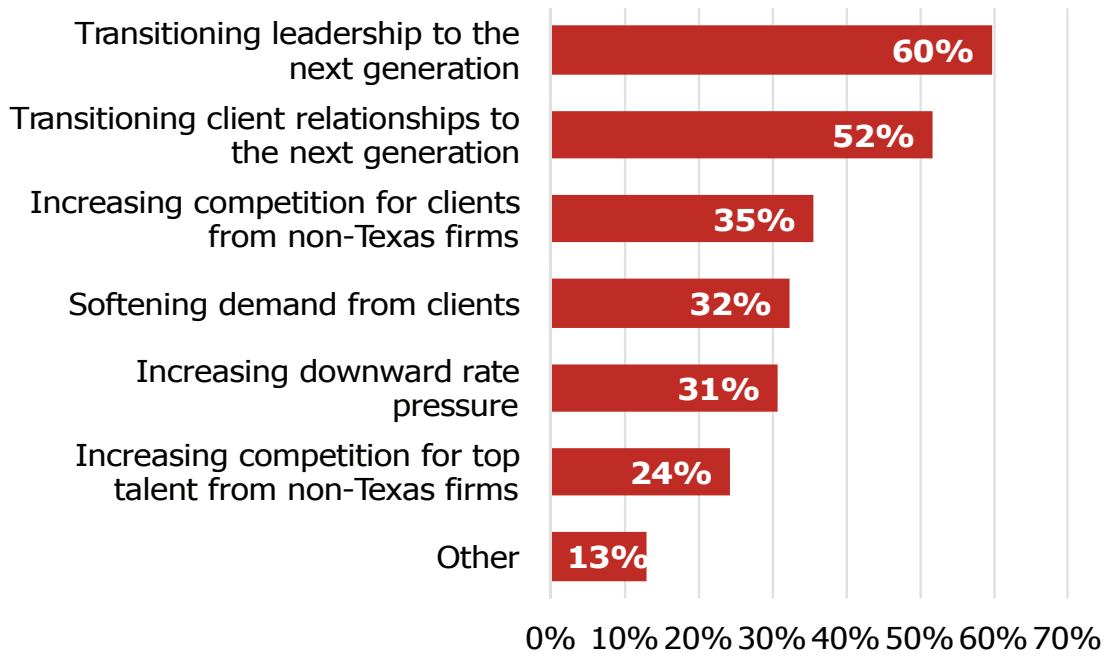




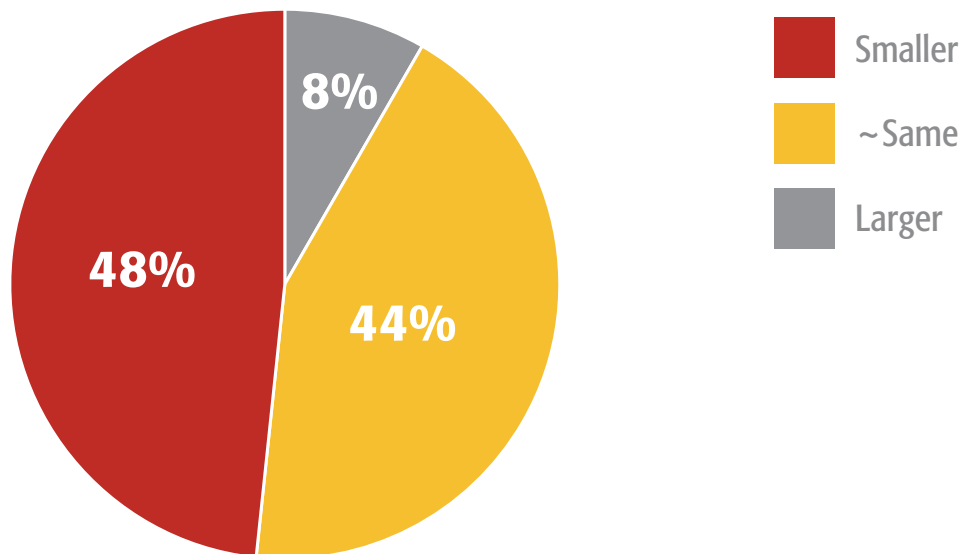
**10.** What would your top three objectives be in combining with another firm?



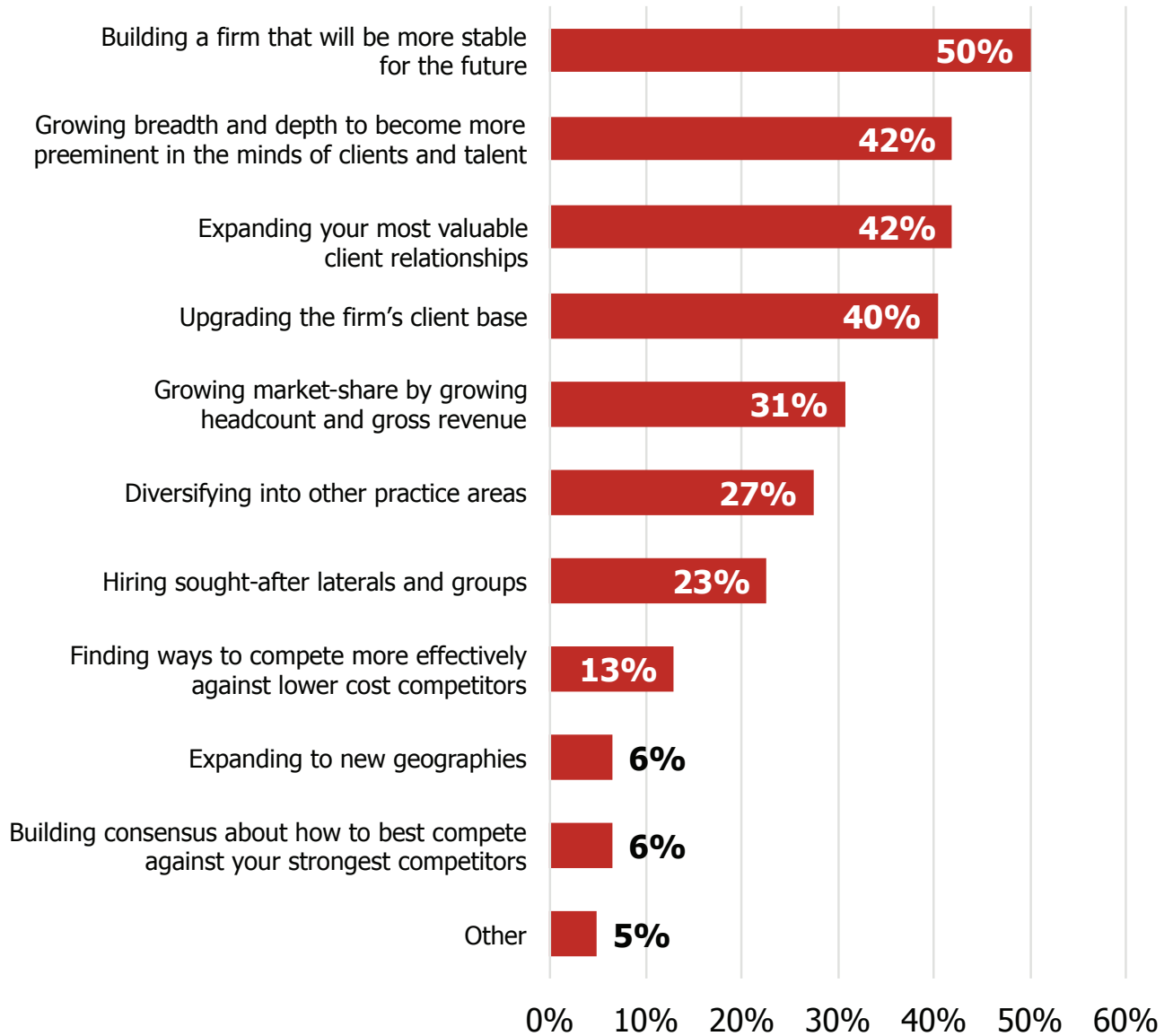
**11.** What are the three biggest challenges facing your firm in the next 3 to 5 years?



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



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



# 2018 Law Firm Leaders Survey **Texas**

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The 2018 Law Firm Leaders Survey (**Texas**) 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).

