

LETTERS TO THE EDITOR

LATERALS IN CHICAGO

In “Chicago market for laterals picking up,” one attorney from a large Chicago firm is quoted as saying “2009 was a year of paralysis for everybody.” Those words nearly jumped off the page for me. Surely he didn’t mean everybody.

For large firms, the loss of clients and high-tier talent (along with significant layoffs) may very well have led to a year of paralysis. But what about midsize firms? Despite the challenges, many firms like Much Shelist thrived in 2009, especially when it came to reeling in top-level laterals. As company principals and their GCs became more focused on value, many experimented with midsize firms

that offer more competitive rate structures. Many talented attorneys are desperately looking for stability for themselves and their clients, which in many cases has led them to embrace the midsize model. That trend has resulted in additional growth for those of us that are increasingly viewed as cost-effective options for clients of every size.

A year of paralysis for everybody? Not exactly.

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