

NON-BILLABLE HOURS For 11.8.13 Issue:

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Still Looking For That Real Estate Associate with 2-5 Years Experience?

If you're not finding the lawyer you need, 2-5 years out and who practices in a hot practice area, try thinking outside of the law firm management box:

1. Consider interviewing seasoned attorneys who are looking to re-tool in a hot practice area, adding to their legal skills;
2. Know there are exceptional attorneys, law firm trained, who are willing to take a few steps back to expand their practices and better meet today's client needs;
3. Realize that part of "the 2013 Normal" encompasses hiring attorneys who may be more open-minded professionally than those hired even a few years ago.