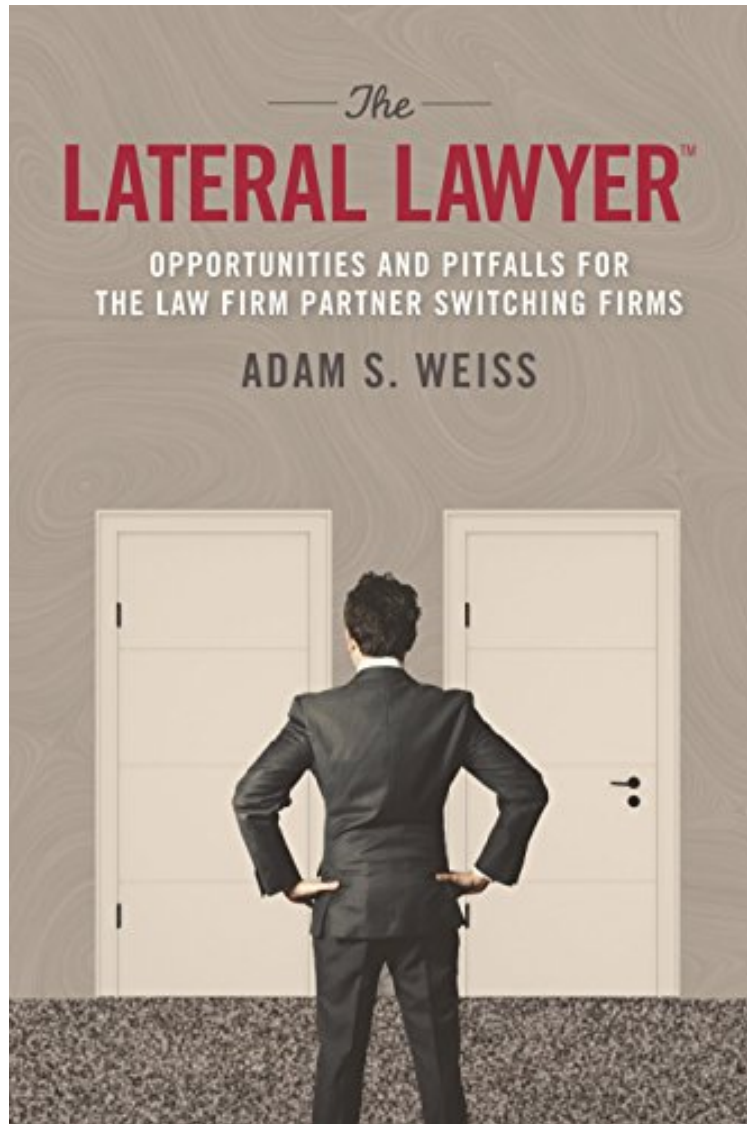


(Download) The Lateral Lawyer: Opportunities and Pitfalls for the Law Firm Partner Switching Firms

# The Lateral Lawyer: Opportunities and Pitfalls for the Law Firm Partner Switching Firms

*Adam S. Weiss*

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**Adam S. Weiss : The Lateral Lawyer: Opportunities and Pitfalls for the Law Firm Partner Switching Firms** before purchasing it in order to gage whether or not it would be worth my time, and all praised The Lateral Lawyer: Opportunities and Pitfalls for the Law Firm Partner Switching Firms:

1 of 1 people found the following review helpful. Incredibly Valuable ResourceBy Jed GoldsteinThis book is a must-read, not only for law firm partners, but also for big law associates, as well as recruiting professionals. Weiss provides

a real tangible guide for the lateral process, in a way that no book has ever accomplished. He covers everything -- from how to choose a legal recruiter, to what goes into identifying the right platform for a partner looking to make a move, to negotiating the best possible offer(s), and literally everything in between. As a recruiter, who is getting more involved in partner placement work, the insight that I have gained from "The Lateral Lawyer," has been tremendous, and has helped me work more effectively with my clients and candidates. This book is well worth the time to read -- it could change the whole course of your career.

Moving from one law firm to another is the most significant career decision an attorney can make. In this tell-all book, seasoned legal recruiter Adam S. Weiss guides law firm partners and aspiring partners through the recruiting process. Using example situations and the experience gained from two decades as a lawyer and legal recruiter, the author explains exactly how you can receive the best possible lateral offers by creating the perfect market: one that makes firms compete for your practice. The book addresses the following questions, among many others: Why is it a mistake to play hard-to-get with prospective firms? What do firms mean by "platform" and why should this matter to you? How does working with a recruiter help you maintain a superior negotiating posture? What due diligence information are lateral attorneys asked to furnish? Which four talking points should you always be sure to mention in interviews? What are the top seven questions you will probably be asked in interviews? How do you knock the dreaded question, "What are your weaknesses?" out of the park? What are five safe questions you can ask during interviews? What are the three top interview pitfalls and how can you avoid them? When should you discuss compensation? What five hard questions should you ask only after receiving an offer? Full of concrete advice and accessible strategies this book is a must-read guide for lateral attorney candidates, hiring partners, firm recruiting staff and headhunters alike.

About the Author Adam S. Weiss is an author, speaker, and expert legal recruiter whose insight into the recruiting process is sought after by attorneys considering their professional options and by law firms seeking to expand their practices profitably. The founder of Lateral Lawyer Recruiting, a boutique executive search firm where he specializes in partner-level attorney- and group placements, Adam has more than 20 years of experience in law and over a decade of dedication to legal recruiting. His recent placements with major international, national, and regional firms cover such diverse practice areas as corporate and securities, commercial litigation, intellectual property, employment, tax, regulatory, energy, and environmental law. A summa cum laude graduate of Princeton University, where he majored in Latin American history, Adam holds a J.D. from Harvard Law School. He is admitted to practice law in New York, New Jersey, and Texas.