



ATTORNEY SEARCH



# HARRISON BARNES

CEO & MANAGING DIRECTOR, LOS ANGELES



Harrison Barnes is one of the world's most successful, respected, sought-after legal recruiters. With thousands of placements to his credit, contacts in every echelon of the legal world, an uncanny ability to draw out the best in his candidates, and a tireless drive, Harrison is the guy you go to when you need a legal job.

Harrison found his calling as a legal recruiter and founded BCG Attorney Search in 2000 after his own experience with recruiters left him disillusioned. Sixteen years later, BCG is a leader in the industry, with offices throughout the country and an average of more than one placement a day, more than any recruiting firm in the world.

Along with BCG, Harrison has created a network of over 500 companies focused on helping lawyers find jobs. Collectively,

his companies—including LawCrossing, a job board twice-listed on the Inc. 500; and Hound, a job aggregator recognized by PC Magazine as one of the world's top 20 job sites—comprise the largest legal career company in the world.

A prolific author on a variety of legal topics, Harrison writes a daily career advice blog that circulates to 800,000 readers. His companies publish a host of books, including *BCG's Guide to America's Top 50 Law Schools* and *BCG's Guide to Practice Areas*. Many law schools use Harrison's writings as part of their curriculum.

Harrison is a frequent lecturer on legal recruiting issues and has been retained as an expert witness in court cases involving the legal market.

## CONTACT INFO

23410 Civic Center Way  
Suite E-10  
Malibu, CA, 90265

email [h.barnes@bcgattorneysearch.com](mailto:h.barnes@bcgattorneysearch.com)  
phone 213-895-7300  
toll-free 800-298-6440  
fax 213-895-7306

## EDUCATION

Juris Doctor, *University of Virginia Law School*

Bachelor of Arts (with honors), Public Policy Studies, *University of Chicago*

## PERSONAL LIFE

Harrison lives in Malibu with his family—wife Claudia, BCG's General Manager; their three daughters; and their pets. He is an avid runner, swimmer, and practices Kundalini yoga regularly.

## SELECTED PUBLICATIONS, ARTICLES & MORE

### PUBLICATIONS

#### ***BCG Attorney Search Reference Guide to Legal Practice Areas***

Learn to identify the intricacies of the current top 10 legal practice areas.

#### ***LawCrossing's Guide to Alternative Careers***

A must-read for any law school graduate or attorney considering a career change. This guide catalogs a wide range of career paths—from nonprofit services to private ventures—with detailed descriptions.

#### ***Attorney Resume Secrets Revealed***

Discover how to write effective resumes for attorneys and other legal professionals, step by step.

#### ***The Perfect Legal Job Search Book***

Compiled by Legal Authority, this easy-to-read guide helps you streamline the legal job search process, with tons of useful job search tips and by highlighting common mistakes and pitfalls made by job seekers.

#### ***The Psychology of Success***

The third book in the *Up the Ladder in a Down Economy* series provides valuable information on achieving and maintaining career success in an ailing economy. Though geared toward the legal field, it speaks to all career paths.

#### ***15 Greatest Growth Hacks of All Time***

“Growth hacks” are innovative marketing strategies that build interactive relationships between merchants and consumers. Use these essential techniques to maximize your revenue and remain competitive.

#### ***The BCG Attorney Search Guide to America's Top 50 Law Schools***

Our annual publication gives insight into how the rankings provided by U.S. News & World Report are determined. We also compile information on each school from additional sources—including law students, faculty, admissions offices, the NALP directory and the ABA-LSAC Official Guide to Approved Law Schools.

### SELECTED ARTICLES

#### ***The Right and Wrong Reasons to Switch Law Firms***

#### ***Top 12 Reasons Attorneys Do Not Get Law Firm Interviews***

#### ***The Five Questions to Ask Yourself Before Starting a Law Firm Job Search***

#### ***The Importance of Networking and Your Legal Career***

#### ***A History of Legal Market Conditions and Attorney Lateral Hiring***

#### ***How to Choose a Recruiter Based on Recruiting Style***

#### ***Choose Your Negotiations Wisely***

#### ***Look at Your Job (or the Job You Are Seeking) from Your Employer's Point of View***

#### ***Do Not Stop Seeing Opportunity: Step Outside Your Mind's Comfort Zone and Begin to Dream***

#### ***Being Nice Makes Good Business Sense***

#### ***Avoid Sophisticated and Saturated Markets***

#### ***Increasing Efficiency is Your Best Route to Employment Security***

#### ***The Dangers of Getting Jobs Through Friends***

#### ***External Sources and False Conflict***

#### ***The Use of Testimonials and Endorsements in Your Job Search***

#### ***People Around You Can Shape What Happens to You: Avoid the Negative Affirmations of Others***

#### ***Four Beliefs That Are Keeping You Immobilized in Your Career and Life***

#### ***How to Answer the “Do You Have Any Questions for Me?” Interview Question***

#### ***The Benefits of Failure***

#### ***You Need to Be in Favor with the Right People***

#### ***Why You Should Never Miss a Company Holiday Party or Invitation to Your Boss's Home***

### MORE

- Former Editor of the Virginia Law Review and Managing Editor of the Journal of Law and Politics at University of Virginia Law School
- Rhodes Scholarship nominee
- Former clerk for federal district judge at United States Department of Justice
- Former attorney at Quinn Emanuel Urquhart Oliver & Hedges, and Dewey Ballantine (now Dewey Leboeuf)
- Former teacher at Whittier Law School
- Former Chief Technology Officer at Business Breakthroughs International (BBI), a business consulting and strategy firm founded by Tony Robbins and Chet Holmes
- Mentee of the late Chet Holmes, America's top marketing executive, trainer, strategic consultant and motivation expert
- His Short Task site was recently named one of Trend Watching's 50+ New Business Ideas that Defy Doom and Gloom
- His LawCrossing firm has been on the Inc. 500 twice

## SELECTED TESTIMONIALS FOR HARRISON BARNES

“I found this article extremely helpful (The #1 Attorney Career Killer That Attorneys Are Never Taught). I wish I had this information 20 years ago when I was asking these questions. You give a great voice to what it means to practice law. Not harsh, at least not unfairly harsh, but you nail it.”

—Marc Sommers

“I really appreciate your daily columns. After being stressed out about being unemployed since February, I just accepted a wonderful offer that I am really excited about by following your advice. Thank you so much. I want you to know that your efforts have a concrete effect on people’s lives.”

—S. A.

“Your essays show a rare level of maturity, insight and professionalism that is missing too often from the business of law. Thanks for sharing them.”

—Shelley Ewalt

“My favorite thing overall was that [BCG] streamlined the process for me...no way I would be able to devote the time required to gather materials and put together cover letters and mass mail...[working with you] allowed me to work at my prior job and allowed the process to move forward even though I couldn’t devote all my day to it.”

—David Rodriguez

“Your website and articles have been like a favorite movie over the years. I don’t watch them every day, but when I do, they always seem to reveal something new and worthwhile.

—Joseph Simpson

“I liked how many resumes BCG sent out for me. I felt my resume was always going out and there was consideration put into what kinds of firms and locations I wanted to concentrate on. There was constant communication...on whether you were or weren’t hearing back on my resume and the possibility of interviews getting scheduled.”

—Jessie Kempf

“I have been very impressed with your recruiting firm...I was previously working with a recruiter from another firm, and was not happy with the progress there. In the few short days I’ve been working with your firm and with Christina, she has already done much more than the other recruiter had done in several weeks’ time...”

I am very pleased and excited to be working with your firm. I feel listened to and taken care of. I am excited to be interviewing and look forward to my future in Seattle...

Again, thank you for the message, the attachments, and all of the help you both have been giving me.”

—Jonathan L. Tolstedt