



ATTORNEY SEARCH

# Rank 3 Firms and Candidate Primarily Represent Small to Middle Market Businesses

Rank 3 firms typically represent primarily businesses, but some consumers have more money to spend than those at 1 to 2 firms. These firms typically will be smaller to midsized firms that charge lower rates than major firms in their markets or located in one city, state, or geographic area. They may have high hiring standards but typically will not be the first choice for top national law school graduates when they are graduating. Many of their attorneys will come from good law schools, but the majority will be from somewhere other than the top 25 law schools. These law firms will primarily represent small to midsized companies in their region. Their clients are rate sensitive, unwilling to pay the rates of large law firms, and will look over bills to ensure that excess work and expenses are not occurring. At the same time, they will not cut corners and will allow their attorneys to do the necessary work. Most firms will pay associates at least 20 to 30 percent less than the largest firms. The majority of the clients of these firms will have general counsels the attorneys report to.

## Rank 3 Summary Candidates Submitted to Law Firms Most Likely to be Regional and Representing Small to MidCap Companies

Practice Area	Rank	# Total Submissions	# Unique Candidates Submitted	Percentage	Scaled Percentage
Municipal Law	3	2	1	50.00%	100.00
Patent Agents - Physics	3	22	4	18.18%	36.36
Litigation - White Collar Crime & Government Investigations - Plaintiffs	3	12	3	16.67%	33.33
Patent Agents - Computer Science	3	8	3	12.50%	25.00
Product Liability Plaintiffs	3	12	3	8.33%	16.67
Litigation - White Collar Crime & Government Investigations	3	27	4	7.41%	14.81
Government - General	3	16	3	6.25%	12.50
Energy - Renewables - Transactional	3	20	3	5.00%	10.00
Guardianship and Conservatorship	3	25	2	4.00%	8.00
Education - Defense	3	28	2	3.57%	7.14
Tax - IRS Audits and Appeals	3	29	1	3.45%	6.90
Litigation - Civil Rights	3	133	12	3.01%	6.02
Elder Law	3	173	11	2.89%	5.78
Patent Agents - Life Science General	3	36	3	2.78%	5.56
Litigation - Workers' Compensation - Defense	3	109	9	2.75%	5.50
Real Estate - Development/Dirt law	3	397	9	2.52%	5.04
Patent Agents - Electrical Engineering	3	166	7	2.41%	4.82
Insurance - Regulatory & Compliance	3	92	3	2.17%	4.35
Employment Law - Wage and Hour - Plaintiffs	3	143	7	2.10%	4.20
Asbestos - Defense	3	155	4	1.94%	3.87
Real Estate - Tax	3	211	3	1.90%	3.79
Litigation - Real Estate	3	233	6	1.72%	3.43
Medical Malpractice Defense	3	601	36	1.66%	3.33
Divorce Law	3	783	33	1.66%	3.32
Litigation - General (consumer)	3	64	4	1.56%	3.12
Adoption Law	3	65	4	1.54%	3.08

Practice Area	Rank	# Total Submissions	# Unique Candidates Submitted	Percentage	Scaled Percentage
Litigation - Real Estate - Plaintiffs	3	197	9	1.52%	3.05
Native American Law	3	68	2	1.47%	2.94
Insurance	3	70	4	1.43%	2.86
Health Care - General	3	212	6	1.42%	2.83
Employment Law - Traditional Labor Law (Unions)	3	286	10	1.40%	2.80
Personal Injury Defense	3	1515	65	1.39%	2.77
Tax - General Practice (Transaction)	3	73	4	1.37%	2.74
Land Use & Zoning	3	378	16	1.32%	2.65
Real Estate - Finance	3	1000	35	1.20%	2.40
Data Privacy - Litigation	3	167	4	1.20%	2.40
Product Liability Defense	3	1325	40	1.13%	2.26
Data Privacy	3	178	5	1.12%	2.25
Finance - Financial Services Regulation	3	93	7	1.08%	2.15
Education - Special Needs	3	94	5	1.06%	2.13
Trucking and Auto Plaintiffs	3	94	2	1.06%	2.13
Municipal Law - Litigation - Plaintiffs	3	97	1	1.03%	2.06
Municipal Law Litigation	3	97	1	1.03%	2.06
Tax - Federal	3	107	7	0.93%	1.87
Energy and Oil & Gas - General	3	113	9	0.88%	1.77
Litigation - Trusts & Estates - Defense	3	339	7	0.88%	1.77
Employment Law - Litigation Employer Defense	3	2101	67	0.86%	1.71
Asylum	3	118	6	0.85%	1.69
Patent Agents - Organic Chemistry	3	243	4	0.82%	1.65
Employment Law - General	3	857	26	0.82%	1.63
Finance - Structured Finance	3	247	10	0.81%	1.62
Antitrust and Competition - Litigation and Investigations	3	124	6	0.81%	1.61
Environmental and Land Use - General	3	250	10	0.80%	1.60
IP - Patent - Hard Sciences	3	501	5	0.80%	1.60
IP - Patent - Hardware	3	509	6	0.79%	1.57

Practice Area	Rank	# Total Submissions	# Unique Candidates Submitted	Percentage	Scaled Percentage
Government and Government Relations	3	129	5	0.78%	1.57
Municipal Law - Litigation - Defense	3	128	2	0.78%	1.56
Trusts and Estates - General	3	1274	24	0.78%	1.55
Employment Law - Litigation Plaintiffs & Class Actions	3	775	25	0.77%	1.55
Employment Law - Wage and Hour - Defense	3	262	7	0.76%	1.53
Litigation - Real Estate - Defense	3	1050	31	0.76%	1.52
Personal Injury Plaintiffs	3	944	35	0.74%	1.48
Probate	3	1350	36	0.74%	1.48
Estate & Tax Planning	3	4395	106	0.73%	1.46
Labor & Employment	3	279	4	0.72%	1.43
IP - Patent - Computer Science	3	564	11	0.71%	1.42
IP - Patent - Physics	3	573	9	0.70%	1.40
Insurance Defense - General	3	5546	156	0.65%	1.30
Family Law - General	3	1894	42	0.63%	1.27
Patent Agents - Hard Science General	3	167	7	0.60%	1.20
Construction - General	3	170	9	0.59%	1.18
Telecommunications	3	170	2	0.59%	1.18
Telecommunications - Litigation	3	170	2	0.59%	1.18
IP - Patent - Electrical Engineering	3	868	19	0.58%	1.15
Finance - Banking	3	891	27	0.56%	1.13
Insurance Coverage	3	2479	45	0.56%	1.12
Litigation - Mass Torts - Defense	3	731	5	0.55%	1.10
Litigation - Appellate	3	1814	13	0.55%	1.09
IP - Patent - Computer Engineering	3	738	10	0.54%	1.08
Litigation - Class Actions - Defense	3	185	12	0.54%	1.08
Tax - General	3	1301	29	0.54%	1.08
Real Estate - Purchase and Sale (Residential)	3	936	20	0.53%	1.07
Construction/Developer - Agreements & Transactions	3	405	11	0.49%	0.99
IP - Patent - Software	3	814	13	0.49%	0.98

Practice Area	Rank	# Total Submissions	# Unique Candidates Submitted	Percentage	Scaled Percentage
Tax - Controversy and Dispute Resolution	3	1260	16	0.48%	0.95
IP - Patent General	3	863	23	0.46%	0.93
Telecommunications - Transactions	3	433	6	0.46%	0.92
Employment Law - Management (Compliance & Counseling)	3	878	38	0.46%	0.91
Litigation - Commercial	3	20951	366	0.44%	0.89
Litigation - Foreclosure (Borrower-side)	3	468	3	0.43%	0.85
Litigation - Foreclosure (Lender-side)	3	469	4	0.43%	0.85
Employment	3	470	13	0.43%	0.85
Municipal Law Transactions - Land Use	3	470	13	0.43%	0.85
IP - Patent - Hard Science General	3	1204	22	0.42%	0.84
Litigation - Criminal Law	3	715	6	0.42%	0.84
Tax - State & Local	3	713	28	0.42%	0.84
ERISA/Executive Compensation Transactions & Compliance	3	713	12	0.42%	0.83
Real Estate - General	3	2175	62	0.41%	0.83
Litigation - Construction - General	3	972	31	0.41%	0.82
Litigation - Construction Defect (Defense)	3	1226	29	0.41%	0.82
Sports	3	492	5	0.41%	0.81
Bankruptcy - General	3	740	21	0.41%	0.81
Real Estate - Purchase and Sale (Commercial)	3	1250	20	0.40%	0.80
Workers' Compensation Law - General	3	251	5	0.40%	0.80
Teachers	3	258	5	0.39%	0.78
Criminal Law - Defense	3	1298	29	0.39%	0.78
Education - Districts	3	258	5	0.39%	0.78
School Boards	3	258	5	0.39%	0.77
Litigation - Health Care - Defense	3	1851	22	0.38%	0.76
Real Estate - Eviction (Litigation)	3	265	4	0.38%	0.75
Patent Agents - Mechanical	3	270	7	0.37%	0.74

Practice Area	Rank	# Total Submissions	# Unique Candidates Submitted	Percentage	Scaled Percentage
Entertainment and New Media - General	3	557	6	0.36%	0.72
IP - Litigation - Hard Science General	3	869	6	0.35%	0.70
Business Immigration	3	1139	58	0.35%	0.70
Real Estate - Leasing	3	1719	22	0.34%	0.69
IP - Patent - Mechanical	3	1457	23	0.35%	0.69
Corporate - Venture Capital/ Emerging Companies	3	2099	28	0.33%	0.67
Family Immigration	3	303	18	0.33%	0.66
Data Privacy - Transactional	3	1529	25	0.33%	0.65
Administrative Law	3	344	5	0.29%	0.58
Tax - International	3	1740	28	0.29%	0.57
Litigation - Labor & Employment	3	711	22	0.28%	0.56
Environmental Law - Transactions & Compliance	3	370	10	0.27%	0.54
Intellectual Property - General	3	1109	25	0.27%	0.54
Entertainment and New Media - Transactional	3	1137	14	0.26%	0.53
Litigation - Securities Litigation - Defense	3	389	14	0.26%	0.51
Real Estate - Commercial Transactions	3	8562	118	0.26%	0.51
Professional Liability Defense	3	396	21	0.25%	0.51
Intellectual Property - Trademark/ Copyright - Litigation	3	400	9	0.25%	0.50
Corporate - General	3	10019	190	0.25%	0.50
Tax - M&A and Transactions	3	2010	37	0.25%	0.50
Litigation - White Collar Crime & Government Investigations - Defense	3	3260	32	0.25%	0.49
Corporate - M&A	3	8277	116	0.24%	0.48
Insurance Plaintiffs - General	3	441	10	0.23%	0.45
Corporate - Contract Law	3	5365	58	0.22%	0.45
IP - Litigation General	3	901	18	0.22%	0.44
International Trade	3	985	8	0.20%	0.41

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Health Care - Compliance / Transactions / HIPAA	3	2107	39	0.19%	0.38
Real Estate - Residential Transactions	3	3724	45	0.19%	0.38
Corporate - Securities and Capital Markets	3	3329	55	0.18%	0.36
Immigration - General	3	579	19	0.17%	0.35
Corporate - Asset / Investment Management	3	1372	12	0.15%	0.29
IP - Patent - Biochemistry	3	918	2	0.11%	0.22
Corporate - Compliance	3	1081	19	0.09%	0.19
Litigation - International Arbitration - Defense	3	1125	17	0.09%	0.18
Fintech & Blockchain	3	1219	8	0.08%	0.16
Corporate - Private Equity	3	1283	27	0.08%	0.16
Intellectual Property - Trademark/ Copyright - Transaction	3	4063	46	0.07%	0.15
Corporate - Technology Transactions	3	4377	20	0.07%	0.14
IP - Patent - Life Science General	3	1579	9	0.06%	0.13