



## RARE CORPORATE PARTNER OPPORTUNITY

Our client, Buchalter Nemer Fields & Younger (“Buchalter”) ([www.buchalter.com](http://www.buchalter.com)), is a full service business law firm of approximately 140 attorneys and has offices in Los Angeles, Newport Beach and San Francisco.

### BUCHALTER IS:

- Economically strong despite tech and other business slowdowns
- Politically healthy and stable
- Entrepreneurial
- Growing
- A full service law firm
- A firm with profits per partner on par with many 500 attorney firms
- A firm where you will see the results of your efforts
- A firm where conflicts are unlikely to prevent a partner’s generation of new business
- A firm with competitive billing rates and a depth of practice that enable it to respond well to the needs of entrepreneurs and public companies
- A firm that expects partners and associates to bill in the 1800 hour range
- A firm with the feel and collegiality among partners and associates of a 20 to 30 attorney law firm
- A firm with a commitment to diversity
- A firm with a proactive marketing department
- A firm with highly supportive administrative and it departments
- A firm with a nurturing and supportive firm culture
- A firm with a strong corporate practice covering virtually all facets of corporate business practice

Buchalter offers a rare platform for the right attorney to be the master of their own destiny: Here is a firm that wants to contribute to making the right corporate attorney everything they are capable of being in an atmosphere that is, quite simply, conducive to their success. Having spent a good deal of time meeting with attorneys at Buchalter and investigating this position, I know it is an outstanding opportunity for the right attorney for the following reasons:

**Buchalter Is Economically Strong.** One very attractive aspect of Buchalter is that, even in these turbulent economic times, the firm is exceptionally healthy financially. Buchalter operates with virtually no debt and its profits per partner are on par with several law firms with 500 or more attorneys. In a definite growth mode, the firm is being run exceptionally well.

**Buchalter’s Structure Encourages Entrepreneurial Business Growth.** Buchalter’s billing rates are not as high as those of many larger firms that have practices as sophisticated as Buchalter. Accordingly, if an attorney is coming from a firm where high billing rates have made small to mid-sized client development difficult, they are likely to have far greater success developing clients at Buchalter.

Indeed, unlike many mid-sized firms, the culture at Buchalter actually welcomes attorneys bringing in smaller clients because Buchalter knows this is something that can contribute to the long-term success of its attorneys and the firm. Some of Buchalter’s greatest success stories have involved helping entrepreneurs establish significant companies. Buchalter has the strength and depth of practice to handle large institutional clients. Buchalter represents virtually every major financial institution in the state of California and has done numerous initial public offerings and significant mergers and acquisitions transactions.

**Buchalter Is Politically Both Healthy And Stable.** Buchalter is the type of firm where partner-level attorneys have a great deal of independence. There are no autocrats at the firm. The attorneys are all quite “free thinking” and their personalities run the gamut. Buchalter is the type of firm where an attorney can be comfortable simply being who they are without having to worry about the political ramifications that often come with that at similar firms.

**Buchalter Is Decidedly Entrepreneurial.** Unlike many firms, there is not a rigid hierarchal structure at Buchalter. The atmosphere is decidedly entrepreneurial and partners are left on their own to develop their practices with the firm’s encouragement and support. According to Rick Cohen, the current President of Buchalter, “We do not look over our partners’ shoulders. They are there to build their practices and do their work and we leave them alone while providing the first class support of a major law firm.”

Although Buchalter’s Corporate Practice is already strong, covering all facets of corporate law, it is clearly interested in hiring a more senior attorney for this opportunity. It is also open to looking at senior associates with existing books of business and outstanding potential. One of the more important components of this opportunity is the desire to grow.

**Buchalter Is Growing.** Unlike many firms in the present economy, Buchalter is actually growing. Having made several acquisitions in the past year alone, it is evolving to meet market conditions in a focused and effective manner. One of the main focuses of this growth is its corporate practice. Buchalter is more than willing to allow the right partner to bring productive associates with them or hire new associates to assist the partner when joining the firm.

**Buchalter Is A Firm Where You Will See The Results Of Your Efforts.** Unlike many firms, all of Buchalter’s practice areas are strong and its attorneys are all quite busy. Accordingly, Buchalter is not seeking to grow its corporate practice because of a lack of work in its litigation field, for example. At Buchalter, a corporate partner with a stable book of business will not be supporting partners and associates in unproductive practice groups because the entire Buchalter firm is productive.

**Buchalter Is A Full Service Law Firm.** At Buchalter, the work that a corporate partner generates can be supported by the Firm’s numerous practice groups. Buchalter has very strong practice areas in real estate, litigation, insolvency, financial services, employment, and tax, among others, that can handle all of the needs of corporate clients.

**Buchalter Has Competitive Billing Rates.** Buchalter’s billing rates are far lower than most larger law firms. Accordingly, Buchalter is able to appeal to a much wider range of clients than larger firms.

**Buchalter Does Not Expect Its Partners To Bill A Tremendous Amount Of Hours.** A great deal of the partners at Buchalter started their careers at the firm and like things the way they are. Unlike most firms, Buchalter has resisted the pressure to require its associates and partners to bill a large number of hours. Instead, most partners at Buchalter bill in the neighborhood of 1,800 hours year. Buchalter wants the partners in the firm to have lives outside of the practice of law (and most Buchalter attorneys do). A firm like Buchalter is obviously a great target for a merger. While having been approached by many large national firms, Buchalter has resisted these advances in large part because it is strongly committed to its business plan and firm culture.

Buchalter is seeking a corporate partner with historical annual business generation of at least \$750K. Buchalter also requires that the partner have at least one public company client and that the partner’s client base not be primarily “new economy” or other less-established types of companies that are likely to disappear in this or subsequent economic downturns.

**If you are interested in this position, or know someone who might have an interest, please contact:**

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ALL INQUIRIES MADE TO BUCHALTER NEMER FIELDS & YOUNGER WILL BE FORWARDED TO BCG ATTORNEY SEARCH