

CONTENTS

Thomas B. Hudson <i>Senior Partner, Hudson Cook LLP</i> <i>RIDING THE UPDRAFTS AND</i> <i>DOWNDRAFTS OF A NEW FIRM</i>	7
Stephen A. Walker <i>Shareholder, Lewis, Longman & Walker PA</i> <i>STAYING PEOPLE-FOCUSED</i>	21
Paula A. Barran <i>Partner, Barran Liebman LLP</i> <i>SEPARATION ANXIETY:</i> <i>GOING THE BOUTIQUE ROUTE</i>	33
Moise S. Steeg Jr. <i>Senior Partner, The Steeg Law Firm</i> <i>LOOKING BACK ON THE FOUNDING</i> <i>PROCESS FOR A SMALL FIRM</i>	53
Michael Connelly <i>Managing Partner, Connelly • Baker • Wotring LLP</i> <i>BUILDING A LAW FIRM AS PARTNERS</i>	65
Michael S. McMahon and Gregory J. DeGulis <i>Partners, McMahon DeGulis LLP</i> <i>OLD-FASHIONED PARTNERSHIP—CUTTING-EDGE LAW</i>	79
Kenneth G. Oertel <i>President, Oertel, Fernandez, Cole & Bryant PA</i> <i>THE SUCCESS OF SLOW GROWTH</i> <i>IN A SMALL FIRM</i>	93

- James F. Moseley** 105
Senior Partner, Moseley, Prichard, Parrish, Knight & Jones
CONSTANTLY UPDATING
A HUNDRED-YEAR TRADITION
TO MEET TODAY'S CLIENTS' NEEDS
- Eric Weissmann** 121
Senior Partner, Weissmann, Wolff, Bergman, Coleman,
Grodin & Evall LLP
BEYOND LAW
- Vincent M. DeOrchis** 135
Managing Partner, DeOrchis & Partners LLP
SUCCESSFUL PARTNERSHIP
IN A SHRINKING MARKET
- Howard Langer** 149
Managing Partner, Langer & Grogan PC
BENEFITING FROM EXPERIENCE