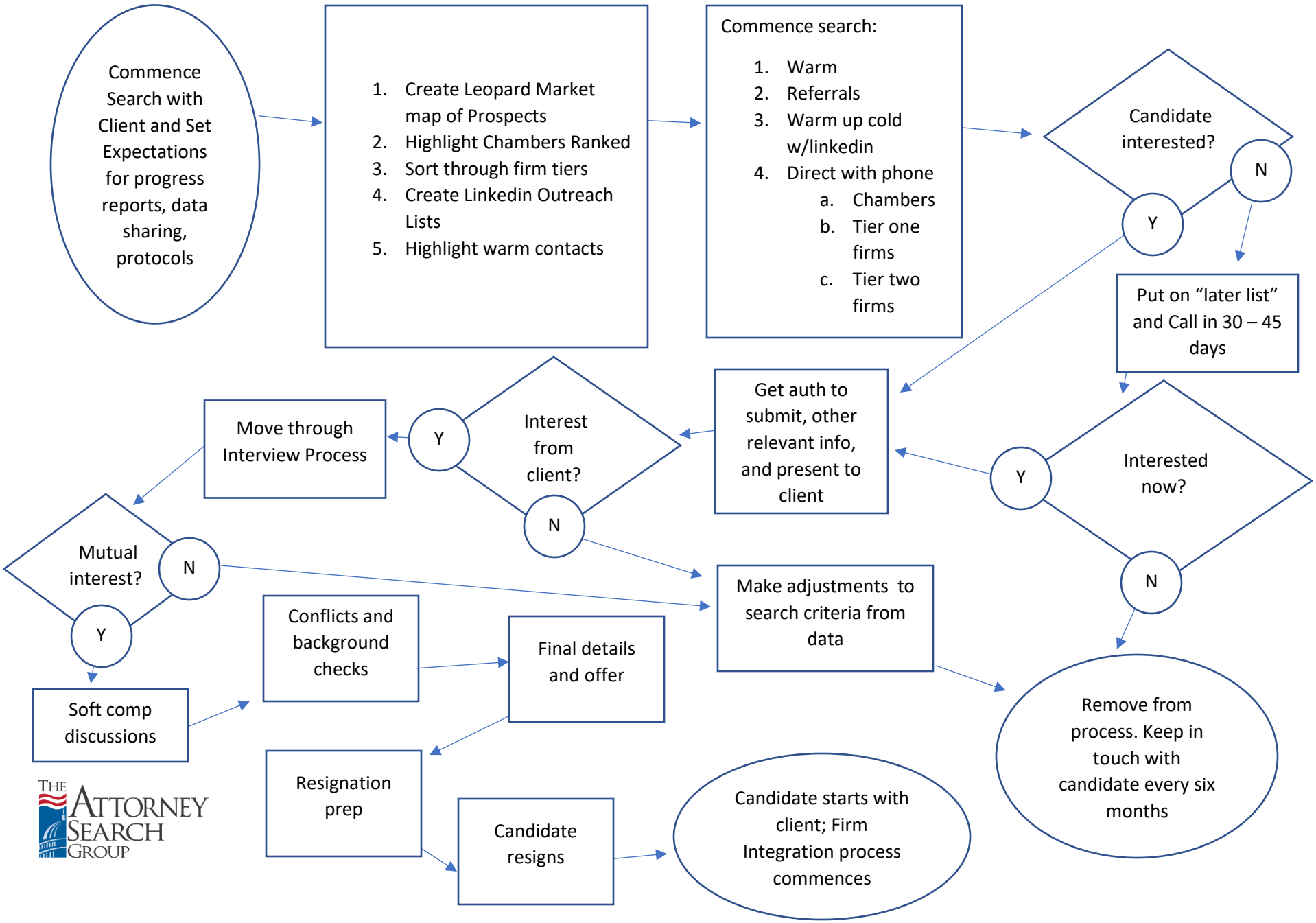
Commence Search with Client and Set Expectations for progress reports, data sharing, protocols
1. Create Leopard Market map of Prospects
2. Highlight Chambers Ranked
3. Sort through firm tiers
4. Create Linkedin Outreach Lists
5. Highlight warm contacts
Commence search:
1. Warm
2. Referrals
3. Warm up cold w/linkedin
4. Direct with phone
a. Chambers
b. Tier one firms
c. Tier two firms
Candidate interested?
N
Y
Put on "later list" and Call in 30 – 45 days
Interested now?
Y
N
Get auth to submit, other relevant info, and present to client
Interest from client?
Y
N
Move through Interview Process
Mutual interest?
N
Y
Make adjustments to search criteria from data
Remove from process. Keep in touch with candidate every six months
Soft comp discussions
Conflicts and background checks
Final details and offer
Resignation prep
Candidate resigns
Candidate starts with client; Firm Integration process commences
THE ATTORNEY SEARCH GROUP