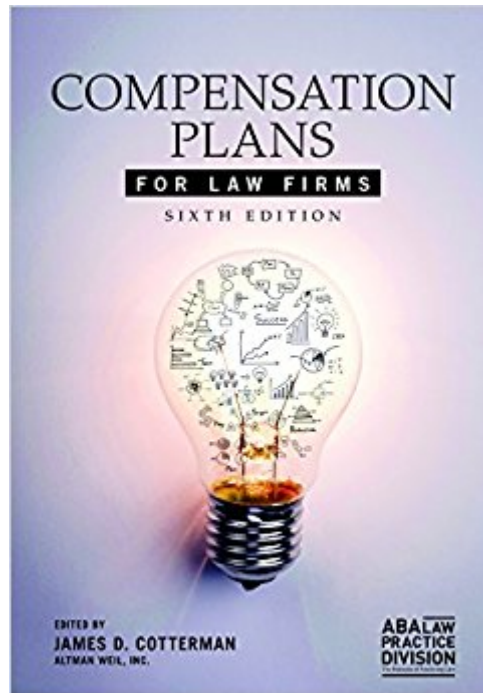




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# Compensation Plans For Law Firms



## Synopsis

Much has changed since 2010, when the Fifth Edition of Compensation Plans for Law Firms was published. But just because the economy improves doesn't mean an automatic bright future for law firms. The lessons of the financial crisis are still foremost on everyone's mind, and there are still big challenges ahead for law firms. Staying relevant is more than just getting the best talent; it also means designing the best and most competitive compensation programs so they remain your talent. The revised Sixth Edition of Compensation Plans for Law Firms provides complete and systematic guidance on how to establish a fair and competitive compensation program for your firm. The book includes workable approaches for compensating partners and associates, as well as other contributors to the firm, including paralegals, clerical staff, and other professionals. This valuable, one-volume resource features insight and information from the leading legal consulting firm Altman Weil, Inc. and selected data from surveys on law firm performance, retirement and withdrawal, and compensation systems from ALM Legal Intelligence, A Division of ALM (many formerly from Altman Weil Publications). Charts and graphs illustrate concepts and methodologies, and the book gives you detailed analyses of compensation programs for everyone in your firm. Using this valuable reference, you can develop a compensation program that conveys fairness, simplicity, and flexibility and strikes the perfect balance within your firm.

## Book Information

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## Customer Reviews

James D. Cotterman is a principal with Altman Weil®, Inc. He joined the firm in 1988 and advises clients on compensation, capital structure and other economic issues, governance, management

and law firm merger assessments. Mr. Cotterman is a regular contributor to The Altman Weil® Report to Legal Management and is the lead author of the ABA's monograph, Compensation Plans for Law Firms. He has been the supervising author for Matthew Bender's loose-leaf text How To Manage Your Law Office and a former member of the Board of Editors of Accounting and Financial Planning for Law Firms. His writings have appeared in The American Lawyer, The National Law Journal, Law Practice Management, International Law Firm Management, and other publications. Mr. Cotterman is a frequent speaker and lecturer including presentations for annual and regional conferences of the American Bar Association and the Association of Legal Administrators, as well as numerous state and local Bar and ALA meetings. Before joining the firm, Mr. Cotterman was manager of acquisitions for a public company in the health care industry, where he developed, evaluated, negotiated and integrated merger opportunities. Academic credentials include an undergraduate degree in Operations Management and an M.B.A. in Accounting, both from Syracuse University. Mr. Cotterman is licensed as a Certified Public Accountant in the Commonwealth of Pennsylvania, and is a member of the American and Pennsylvania Institutes of Certified Public Accountants.

This is the best book I have found in this field. I am planning to use it as a text in a law school course, "How Lawyers Get Paid."

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