

Megafirm-the "Evil" evolution of  
the American Law Firm and How  
Corporate Counsel will Fight  
Back.

David Farnsworth  
General Counsel, The Generations  
Network, Inc.

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What is the Megafirm or Big Law  
and Why Do We ( and I mean all of  
us) care?

- Top 250 firms
- 3630+ attorneys-273 attorneys
- Smallest is about three times as big as  
largest SLC firm.

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We Care-

- First year associate pay \$160,000 plus  
bonus for more than \$200,000.
- First year hourly up to \$300.
- \$1000 per hour for partners barrier is  
broken.
- Article "Can the 1600 hour a year firm  
survive?"

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## Fight Back

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## Don't Use Big Law

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## Outsource

- Contracted Teams
- Offshoring

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**No New Associates**

- (minimum associate experience)

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**Paralegals required**

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**Alternate Fee Arrangements**

- Value of result, not time.

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Reject Rate Creep

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Secondment

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Opportunities for Utah Firms

- The Leeds Effect

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## Opportunities

- The Leeds Effect
- "Shit" deals

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## Opportunities

- The Leeds Effect
- "Shit" deals
- The Prodigal Sons (or Daughters)-Are we ready for disparate treatment?

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## Future?

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