

**5 LESSONS WE HAVE LEARNED IN LAW FIRM MANAGEMENT
WITHIN LAST 10 YEARS**

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Lesson 1: True partnership matters

Negative aspect: We may not stay with those we can not rely on.

To do: Partnership as a strong institution.

Learning in progress: Embracing conflicts as an opportunity.

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Lesson 2: LFM is an international phenomenon

Negative aspect: Competitors and local heroes may not form our only source for inspiration as to how to manage a law firm.

To do: Learn from the best ones worldwide; consider ourselves as a global market; become sophisticated

Learning in progress: English; broadening vision.

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Lesson 3: Strategic focus is an advantage

Negative aspect: We may not develop the practice only on the demand-driven basis.

To do: Develop an investment thinking.

Learning in progress: Discipline and focus on quality of services and relations.
Delivering services in a demand-driven way, but more planning our practice on research and intelligence.

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Lesson 4: Leadership matters

Negative aspect: Law firm will not magically become better than its leaders.

To do: Act and develop as responsible and true leaders.

Learning in progress: Maturity and management skills of leaders.
The better version of ourselves and even more.

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Lesson 5: Business of law requires a rule of law

Negative aspect: Sound LFM may not form a sustainable competitive advantage in the corrupt legal environment.

To do: Take over the leadership in the national legal progress.

Learning in progress: Broadening responsibility beyond leading one's own business.

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