



## Webinar: Client Value and Law Firm Profitability

12.10.2014

Presented by Ark Group & LegalBizDev

### “Strategy and Tactics for the New Normal”

In addition to LPM, firms have been experimenting with many related tactics including knowledge management, software, new staff positions in pricing and value, contract attorneys, outsourcing, alternative fee arrangements, and much more. The final webinar in the series will explore which strategies and tactics have been most effective, and what firms must do in the future to adapt to a changing marketplace.

### Speakers

**John Paris**, Williams Mullen

**Jim Hassett**, LegalBizDev

**Tom Clay**, Altman Weil

### Related People

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