

Best Practices for Professional Services Organizations

GGI World Conference - 2019
Marrakesh, Morocco

The Role of Practice Groups in our firms:
Practice Group Management and Performance

Our Practice Group Meeting will focus on Best Practices for Practice Group Management and Performance.

Through a group of panelists, we will discuss the strategic role of Practice Groups in our firms. Focus will be on the importance of Practice Groups in developing and sustaining client relationships in an era of specialization, as well as the fit of Practice Groups within a firm's strategic vision. Our Panelists will share their experiences in developing and managing Practice Groups and Practice Group Leaders.

Practice Groups are the centers of competitiveness in our firms. Practice Groups are responsible for the Acquisition, Retention, and Growth of Profitable Client Relationships.

While Practice Groups serve a critical role in the Reputation, Growth and Profitability of our firms, most firms are not satisfied with their Practice Group Performance. According to Law Firm Industry Consultants Altman & Weil, over half of firms surveyed rated their Practice Group Performance as Fair or Poor. This is not good enough.

Our Panelists will focus on what their firms are doing to promote effective Practice Groups



Jeffery L. Mowery

Mowery & Schoenfeld, Accounting Firm, Chicago Illinois, USA



Henry Charles

Citroen Wells, Accounting Firm, London England



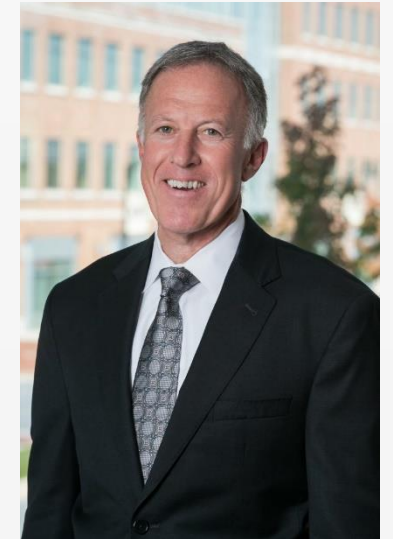
Boris Michels

nbs partners, Accounting, Tax, Legal, Hamburg, Germany



Theodore (Ted) Offit

Offit Kurman, Law Firm, Washington DC / Baltimore Maryland



Discussion – questions or comments

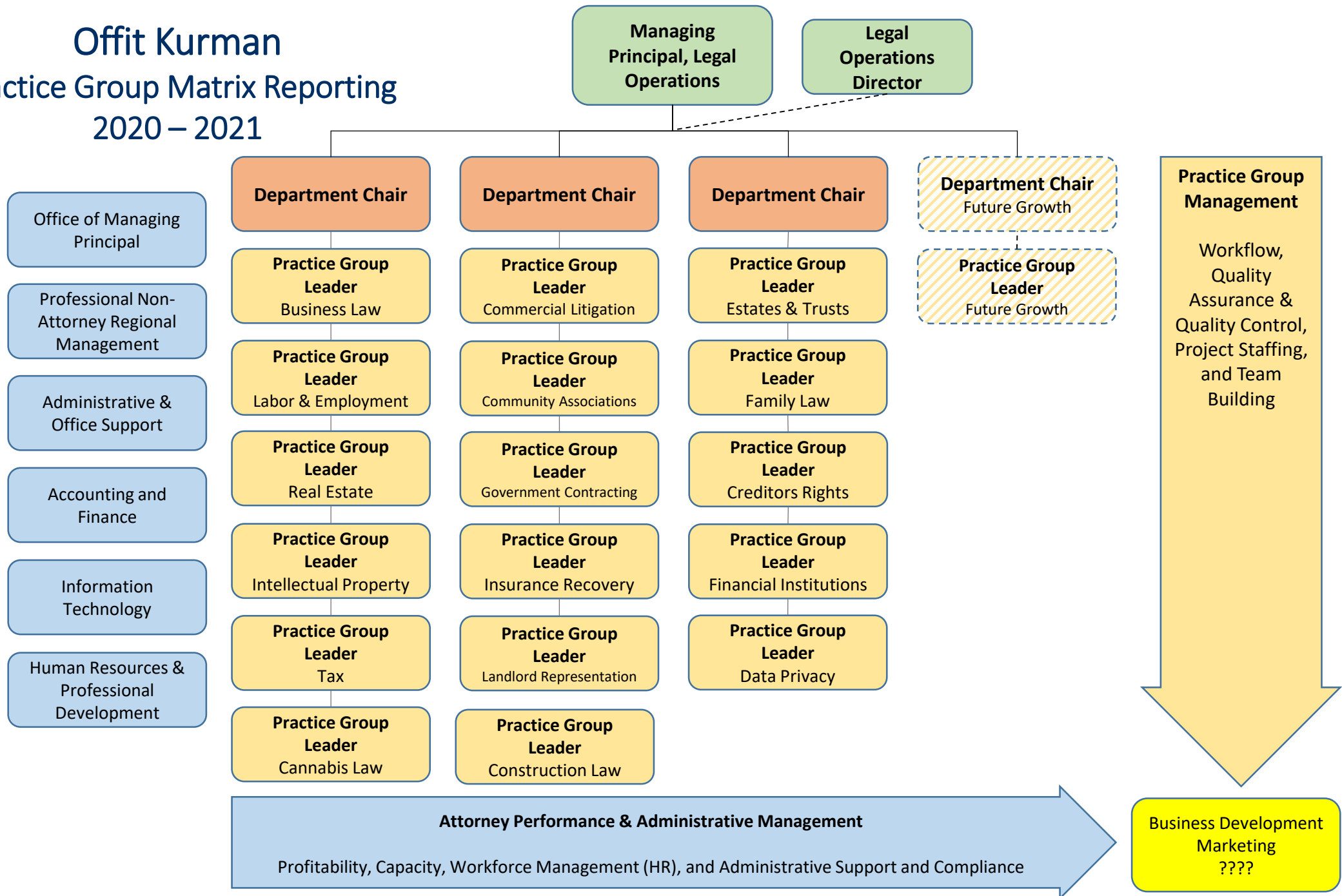
Discussion – member sharing / what are your firms doing to promote effective Practice Groups

This Practice Group works best when members share ideas. Through a healthy exchange of ideas among peers, we will be able to learn Best Practices from each other and find better approaches and solutions to managing our respective firms.

Offit Kurman

Practice Group Matrix Reporting

2020 – 2021



Office of Managing Principal

Professional Non-Attorney Regional Management

Administrative & Office Support

Accounting and Finance

Information Technology

Human Resources & Professional Development

Department Chair

Practice Group Leader
Business Law

Practice Group Leader
Labor & Employment

Practice Group Leader
Real Estate

Practice Group Leader
Intellectual Property

Practice Group Leader
Tax

Practice Group Leader
Cannabis Law

Department Chair

Practice Group Leader
Commercial Litigation

Practice Group Leader
Community Associations

Practice Group Leader
Government Contracting

Practice Group Leader
Insurance Recovery

Practice Group Leader
Landlord Representation

Practice Group Leader
Construction Law

Department Chair

Practice Group Leader
Estates & Trusts

Practice Group Leader
Family Law

Practice Group Leader
Creditors Rights

Practice Group Leader
Financial Institutions

Practice Group Leader
Data Privacy

Department Chair
Future Growth

Practice Group Leader
Future Growth

Practice Group Management

Workflow, Quality Assurance & Quality Control, Project Staffing, and Team Building

Attorney Performance & Administrative Management

Profitability, Capacity, Workforce Management (HR), and Administrative Support and Compliance

Business Development Marketing

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