Law Firm Performance Reviews: Positive and Negative

Law Firm Performance Reviews are used to evaluate law firms and how they stack up to each other. The AM 100 list gives the following information: gross revenue, revenue per lawyer, rank by revenue, net law firm income, profitability, number of working lawyers, leverage, profit margin, and lists all pertinent contact information for the law firm such as address, phone number, email address, and web site.

Through Law Firm Performance Reviews, individuals who need a lawyer can make a sound decision about the firm they are choosing. Everyone goes through evaluations – they are a part of having a working life. Every job and every career involves some sort of evaluation process. Often times the success of the law firm is dependent upon negative or positive reviews. These reviews are also sometimes used in press releases for the firm and for other promotion avenues. A negative review can mean a decline in clients, layoffs in staff and lawyers, and bad press. Positive Law Firm Performance Reviews can mean an increase in clients, more qualified staff and good press so you can see why obtaining a good review is necessary to the firms overall success. Criticism is a part of the working world and the key to dealing with it depends on a few things. Here I will discuss how Law Firm Performance Reviews can affect the firm and its partners.

1. Put the criticism in its place. Did you cause a negative review? Did your work performance warrant it? Put the back talk in its place and ask yourself if you did anything to gain the criticism - negative or positive. Lawyers have to go through many years of law school and training and may think they know the ropes, but there is something new to be discovered every day.

2. Learn from criticism and experience. Something can be taken from every experience and Law Firm Performance Reviews should be no different. They can provide insight on better work performance overall and a better idea where the future of the law firm is going. Law firms exist not only to provide justice for our legal system, but also operate to make a profit as well for the company and its employees.

3. Negative Law Firm Performance Reviews. Be prepared for a possibly negative review and be prepared for the consequences that review may bring. As stated earlier a negative review can mean loss of employment, demotion, or a lighter case load. No one likes a negative review, but a lot can be taken from the experience.

4. A positive Law Firm Performance Review. Hopefully the review will be positive and this will lead to gains of employment, promotions, or a heavier case load. We all strive for positive reviews, but there may be a time when a negative review is part of the reality of working in the law world.

5. Many times individuals are insulted by negative Law Firm Performance Reviews and end up leaving the firm, but by putting the review in the proper perspective they can gain valuable information by being
evaluated. Keep your anger and disappointment in check – there may be a good reason why you received a negative review. Talk to your head boss or supervisor about the unfavorable review.

The AM 100 list is published by The American Lawyer site. I noticed many of the top law firms are located within the US and also internationally. The top firms have the highest revenue and generally have the most qualified staff and lawyer base. Without the AM 100 list it would be difficult to rank the best and brightest firms and be impossible to get a good idea of Law Firm Performance Reviews. These reviews are necessary to properly rank firms and their yearly overall performance. Law Firm Performance Reviews are completed for small, mid-sized, and large law firms. To learn more about the law industry and the latest law news check out www.jdjournal.com and www.lawcrossing.com.