

SURVIVAL: STAYING RELEVANT AND RECRUITING IN THE NEW LEGAL LANDSCAPE

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HOW HAS RECRUITING CHANGED

- Technology
- Resources: LinkedIn, Leopard List
- Millennials
- Diversity Initiatives
- Client Demands
- Profitability: Law is a business
- More candidates less jobs
- Not the 80's or 90's anymore
- Less search firms
- Firms merging or shuttering their doors
- More lateral moves at the higher level
- Alternative positions

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TAKEAWAYS

- Step outside the box
- Don't be afraid to be heard
- Change is inevitable, but good
- Adapt or be left behind
- Know your client
- Network internally and externally

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CONCLUSION

- How can you stand out?
 - Be more than just the back office
 - Don't be a paper pusher
 - Be creative
 - Service your client to the best of your ability

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