



Registration

Program Fee: \$895 per attendee

10% discount applied for registration prior to August 31, 2016.

Multiple attendee and prior year attendee discount also available, please inquire.

Program fee includes program attendance, all program materials, continental breakfast, lunch and beverage breaks.

A complimentary networking dinner for program attendees will be hosted by Thomson Reuters Peer Monitor on September 28th.

Register online at www.fairfaxassociates.com

Or email enquiries@fairfaxassociates.com

Cancellations are accepted and fees will be refunded if notice is received by September 1. Substitutions are welcome.

If for any reason the workshop is cancelled a full refund of fees will be made but Fairfax Associates will not be responsible for travel, hotel or other costs incurred by registrants.

Fairfax is a specialist team of highly experienced strategy and business management consultants focused on working with law firms. We offer a deep understanding of the strategy, organization, and motivation of professionals and real world experience in restructuring and operating law firm partner compensation systems in alignment with firm strategy.

Partner Compensation

Partner Compensation to Enhance Collaboration and Partner Performance

One-day Workshop

September 29th 2016

8:30 am-9:00 am Breakfast

9:00 am-4:30 pm Program

Event Location:

Bentley Reserve

(former San Francisco Federal Reserve Building)

401 Sansome Street

San Francisco, CA 94111

Washington, DC

1701 Pennsylvania Avenue, NW

Washington, DC 20006

California

Palm Court

15615 Alton Parkway

Irvine, CA 92618

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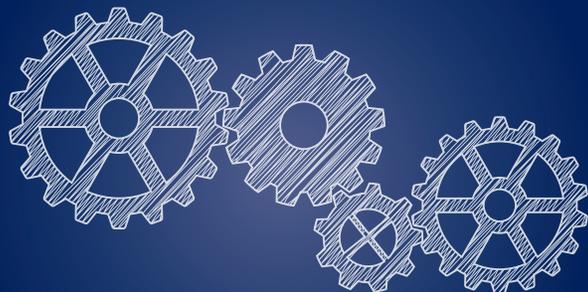
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Fairfax Associates is pleased to announce this one day workshop specifically designed for law firm compensation decision makers.

This workshop provides a forum to focus on difficult and pressing compensation issues with other law firm leaders and Fairfax consultants. In addition to learning new approaches to compensation processes and structures, the workshop will also include a series of short case studies from law firm leaders discussing current practices in promoting collaboration and client relationship sharing, the link between compensation and profitability, and tools for managing partner performance. Guest speakers will also present on the impact of recent industry performance and demand for services on compensation setting, and participants will be invited to join facilitated, small-group roundtable discussions on critical trends in compensation.



COLLABORATION

Program Agenda

Session: Best Practices in Structuring Compensation Systems

- Structuring compensation systems for success
- Effective use of bonuses
- Partner performance management and compensation drivers

Session: Balancing Originations and Collaboration

- Best practices in tracking and sharing origination
- Why collaboration matters and barriers to collaboration
- Case Study: Perkins Coie

Session: Role of Profitability in Compensation Setting and Allocations

- Evaluating profitability in compensation setting
- Coaching partners on improving profitability
- Case Study: Lewis Roca Rothgerber Christie

Session: Update on 2016 Firm Economics and Impact on Partner Compensation, Thomson Reuters Peer Monitor

Session: Delivering Effective Feedback

- Understanding lawyer personalities and the psychology of compensation
- Handling feedback sessions
- Case Study: Foley & Lardner

Session: Facilitated, Small Group Roundtables

- Compensation and strategic growth
- Compensation for leadership and management
- Succession and phase down planning

Faculty

Lisa Smith, Principal, Fairfax Associates

Lisa is based in Washington DC and advises leading firms both in the US and globally on strategy, merger, governance and management and partnership issues. She has worked with many firms on partner performance and compensation issues and has taught in partner compensation workshops at the Georgetown University Law Center as well as at Fairfax and at Hildebrandt.

Kristin Stark, Principal, Fairfax Associates

Kristin is based in California and advises firms on strategy development and implementation, organizational structure, financial management, and compensation. Prior to establishing Fairfax, she was a Senior Director with Hildebrandt. Kristin has experience implementing significant compensation system changes and serves on partner Compensation Committees for several clients.

Lisa Rohrer, Senior Advisor, Fairfax Associates and Executive Director, Case Development Initiative, Harvard Law School

Lisa is based in Boston and advises firms on strategy, change management, new business models, compensation, and client feedback. Her work on compensation focuses on using statistical tools to analyze partner compensation decisions and partner attitudes about compensation. In addition to her consulting work, Lisa leads the Case Development Initiative at Harvard Law School.

Additional Speakers:

Karen Andersen, Perkins Coie LLP

Kim Desmarais, Thomson Reuters Peer Monitor

Blane Prescott, Foley & Lardner LLP

Ken Van Winkle, Lewis Roca Rothgerber Christie LLP