

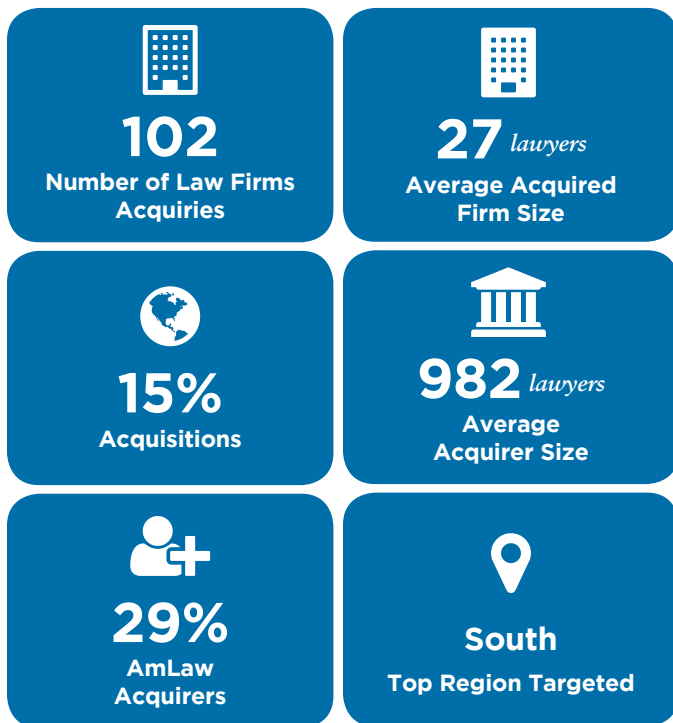
### What's Trending This Quarter

“There are massive changes coming to the industry. Some partners are lost in the moment and not looking around the curve. They will be steamrolled by trends and become irrelevant if they aren’t watching for them, reading the signs, and reacting accordingly.” – Avery Ellis, Esq., Thought Leader

“Premium work and premium rates are reserved for the top firms. Firms are cutting practice areas where there’s too much rate pressure...such as labor and employment, forms of prosecution, etc. Partners can make a good living in the commoditized world, but only if you’re efficient.” – Howard Parris, Esq., Thought Leader

“In 2017, the rich continued to gain significant revenues and the middle market firms had modest gains. However, when we look back at the market, we also saw corresponding and widening gaps in the cultures and client profiles of these firms. These market shifts ultimately motivated many lateral moves in 2017, driving partners to lateral into firms which were a better culture fit for their practices and clients.” – Mary Rosenfeld D’Eramo, Esq., Thought Leader

### Mergers & Acquisitions YTD 2017



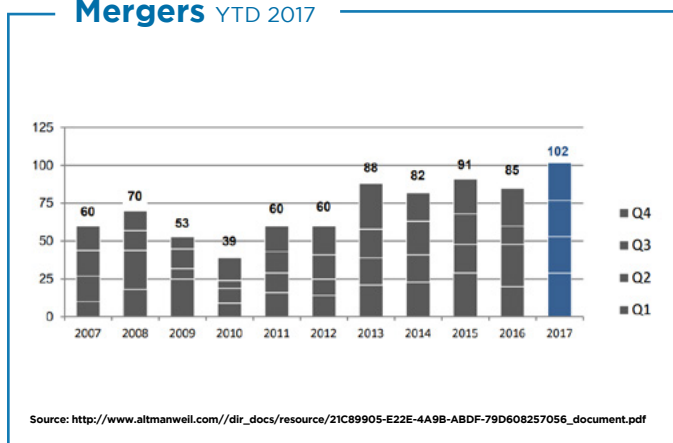
### U.S. Lateral Moves YTD 2017



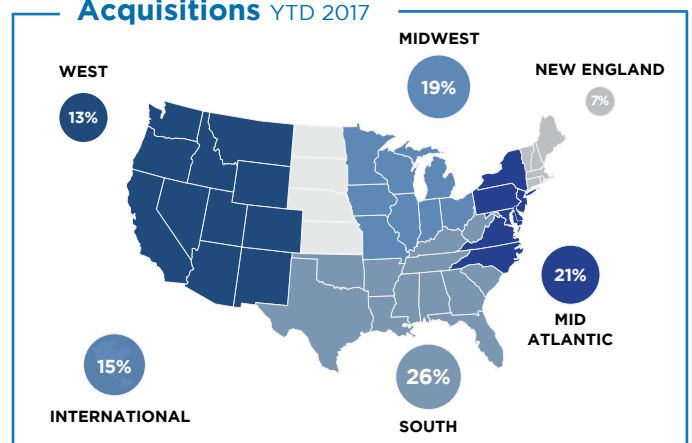
### Mergers YTD 2017



### Mergers YTD 2017



### Acquisitions YTD 2017



**A total of 2,260 lateral moves were made in 2017. Mestel & Company has highlighted the seven states below, which have demonstrated strong lateral move activity by practice area. These are the ones to watch!** (Source: ALM)

Total Lateral Moves by Practice Area YTD 2017	
<b>NY 336</b>	Corporate and Securities (78), Litigation (76), Banking and Financial Institutions (29), Real Estate (24), Taxation (21), Intellectual Property (21), Employment and Labor (13), Bankruptcy (12), Health Law (11), Insurance Law (10), Commercial Law (5), Trusts and Estates (5), Entertainment and Sports Law (5), Alternative Dispute Resolution (5), Energy and Natural Resources (4), Products Liability (4), Antitrust (competition law) (2), Government (2), White Collar Criminal Defense (2), Communications and Media Law (2), Transportation (2), Creditors' and Debtors' Rights (1), Immigration Law (1), International Business and Commercial Law (1).
<b>CA 283</b>	Litigation (69), Intellectual Property (52), Corporate and Securities (48), Employment and Labor (30), Real Estate (19), Banking and Financial Institutions (14), Health Law (7), Insurance Law (5), Commercial Law (5), Immigration Law (4), Taxation (4), Bankruptcy (4), Products Liability (3), Entertainment and Sports (3), Environmental Law (3), Communications and Media Law (2), White Collar Criminal Defense (2), Internet Law (2), Trusts and Estates (2), Government (1), Torts (1), Transportation (1), Civil Rights (1), Contracts (1), International Business and Commercial Law (1).
<b>TX 234</b>	Litigation (72), Corporate and Securities (59), Energy and Natural Resources (17), Intellectual Property (17), Real Estate (15), Banking and Financial Institutions (13), Taxation (8), Commercial Law (5), Environmental Law (5), Employment and Labor (4), Products Liability (4), Bankruptcy (3), Health Law (3), Torts (2), Antitrust (competition law) (2), White Collar Criminal Defense (2), Alternative Dispute Resolution (1), Government (1), Immigration Law (1).
<b>DC 163</b>	Litigation (42), Intellectual Property (20), Corporate and Securities (14), Banking and Financial Institutions (9), Employment and Labor (9), Health Law (9), Energy and Natural Resources (8), Insurance Law (7), Taxation (6), Antitrust (5), Environmental Law (5), Government (4), Bankruptcy (4), Commercial Law (3), Antitrust (competition law) (3), White Collar Criminal Defense (2), Communication and Media Law (2), Alternative Dispute Resolutions (2), Contracts (2), Administrative Law (1), Education Law (1), Transportation (1), Entertainment and Sports Law (1), International Business and Commercial Law (1), Products Liability (1), Real Estate (1).
<b>IL 156</b>	Litigation (33), Intellectual Property (21), Corporate and Securities (15), Employment and Labor (15), Real Estate (13), Taxation (10), Trust and Estates (9), Health Law (7), Insurance Law (4), Bankruptcy (4), Products Liability (4), International Business and Commercial Law (3), Banking and Financial Institutions (3), Environmental Law (3), Commercial Law (2), Government (2), Internet Law (2), Torts (2), Workers' Compensation and Other Compensation Systems (1), Entertainment and Sports Law (1), Energy and Natural Resources (1), Criminal Practice (1).
<b>FL 106</b>	Litigation (36), Real Estate (18), Corporate and Securities (8), Employment and Labor (6), Products Liability (6), Taxation (5), Bankruptcy (4), Health Law (4), Intellectual Property (3), Trusts and Estates (3), Banking and Financial Institutions (2), Commercial Law (2), Environmental Law (2), Energy and Natural Resources (1), Immigration Law (1), Insurance Law (1), Partner (1), Admiralty (1), Alternative Dispute Resolution (1), Government (1).
<b>MA 56</b>	Litigation (15), Corporate and Securities (12), Intellectual Property (6), Banking and Financial Institutions (4), Employment and Labor (4), White Collar Criminal Defense (3), Health Law (3), Real Estate (2), Products Liability (1), Taxation (1), Administrative Law (1), Bankruptcy (1), Energy and, Natural Resources (1), Government (1), Trusts and Estates (1).

"A firm's culture is essentially the law firm's compass. If it is broken, the firm can veer off-course, leading to a stagnant business environment or, worse, stunt attorney development. However, when firm culture is strong, it energizes its attorneys and fosters their growth and success." - **Mary Rosenfeld D'Eramo, Esq., Thought Leader**

**Read Mary's article:**

[Swimming with the Stream: Does Your Law Firm Culture Position You for Growth and Success?](#)