

Michael Heller Discusses the Challenges Among Law Firm Leaders Today in The Philadelphia Business Journal

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In an article titled "How past law leaders would function in today's legal world," Cozen O'Connor CEO Michael Heller discusses whether law firm managers of the 1990s and 2000s could thrive in today's legal market. The business of running a law firm has changed dramatically since the recession hit in 2008 and clients have increasingly more power in the relationship between law firms and the clients, who have tightened legal budgets and demand a high level of value from the firms they employ. Law firm leaders now are faced with new challenges, including staffing, hiring, real estate, budgeting and weaker demand. Additionally, technology is ever-evolving and leaders must adapt to new advances. Michael Heller states "with technology, leaders 20 years ago did not have time to think about some of that. It's a critical component today and changing daily. Rate pressure, efficiency, alternative fee arrangements. These issues are not new but they are more prevalent than they were back then."

To read the article, click [here](#).