Ten Questions You Should Ask Yourself Before Choosing A Practice Area
Geography & Practice Group Selection

- Silicon Valley/Palo Alto
- Los Angeles
- Houston
- Chicago
- Wash D.C.
- Northern VA
- New York City
- Boston
What Do You Like to Deal With?

- People
- Things
- Ideas
- Money / Business
What Do You Like to Deal With?

People

• Employment
• Entertainment
• Family Law
• Immigration
• Trusts & Estates / “Family Office”
• White Collar Criminal
What Do You Like to Deal With?

Things

- Energy Practice: Wind, Power Oil & Gas
- Real Estate Finance
- Real Estate Land Use
- Real Estate Transactional
- Asset Finance
- Environmental
- IP Prosecution
- Project Finance
What Do You Like to Deal With?

Ideas

• Appellate
• Administrative
• Antitrust
• ERISA
• IP Licensing
• Litigation
• New Energy/“Clean Tech”
• Tax
What Do You Like to Deal With?

Money/Business

- Corporate – M&A; Banking/Finance; Capital
- Litigation – Securities; Business Torts
- Healthcare – Transactional or Litigation
- Insurance Coverage & Defense
- Bankruptcy
<table>
<thead>
<tr>
<th>Create</th>
<th>Enable</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Appellate</td>
<td>• 40 Act</td>
</tr>
<tr>
<td>• Litigation</td>
<td>• Corporate</td>
</tr>
<tr>
<td>• White Collar Criminal</td>
<td>• ERISA Counseling</td>
</tr>
<tr>
<td>• Trusts &amp; Estates:</td>
<td>• Executive Compensation</td>
</tr>
<tr>
<td>- Wealth Management</td>
<td>• IP Licensing</td>
</tr>
<tr>
<td></td>
<td>• Real Estate Transactional</td>
</tr>
<tr>
<td></td>
<td>• Tax</td>
</tr>
<tr>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>----------------------------------------------------------------------</td>
<td>----------------------------------------------------------------------</td>
</tr>
<tr>
<td>Administrative</td>
<td>Appellate</td>
</tr>
<tr>
<td>Corporate</td>
<td>Employment</td>
</tr>
<tr>
<td>Entertainment</td>
<td>Environmental</td>
</tr>
<tr>
<td>Executive Compensation</td>
<td>Family</td>
</tr>
<tr>
<td>IP</td>
<td>Healthcare</td>
</tr>
<tr>
<td>Real Estate Transactional</td>
<td>Insurance Coverage &amp; Defense</td>
</tr>
<tr>
<td>Tax</td>
<td>Product Liability</td>
</tr>
<tr>
<td></td>
<td>Project Finance</td>
</tr>
<tr>
<td></td>
<td>Trusts &amp; Estates</td>
</tr>
<tr>
<td></td>
<td>White Collar Criminal</td>
</tr>
</tbody>
</table>
Do You Want to Be the Expert or a Generalist?

**Expert**
- Bankruptcy
- Corporate (New York)
- Employment
- ERISA
- Executive Compensation
- Family
- Immigration
- Patent Litigation
- Patent Prosecution
- Tax
- Trusts & Estates

**Generalist**
- Corporate (DC; California)
- General Litigation
Do You Prefer to Analyze Gray Areas or Have Concrete Answers?

<table>
<thead>
<tr>
<th>Gray Areas</th>
<th>Concrete Answers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Family Law</td>
<td>40 Act</td>
</tr>
<tr>
<td>Land Use</td>
<td>Administrative</td>
</tr>
<tr>
<td>Litigation</td>
<td>Code-Based Practices</td>
</tr>
<tr>
<td>Trusts &amp; Estates</td>
<td>Executive Compensation</td>
</tr>
<tr>
<td></td>
<td>Regulatory</td>
</tr>
<tr>
<td></td>
<td>Securities</td>
</tr>
<tr>
<td></td>
<td>Tax</td>
</tr>
</tbody>
</table>
Who Do You Want to Help and How?

- Help Plaintiffs in Class Action Matters
- Help Corporations to Grow (Corporate, Asset & Corporate Finance)
- Help Corporations Protect Themselves (Corporate, Litigation, Employment)
- Help Distressed Clients (Family, Immigration, Litigation, White Collar Criminal, Bankruptcy)
Do You Mind Dealing With Emotionally Charged Situations?

Emotionally Charged Practices

- Class Action Litigation
- Employment
- Family Law
- Insurance Defense
- Trusts & Estates
- White Collar Criminal
What Relationship Do You Want to Have With Your Clients?

**Trusted Advisor**
- Appellate
- Employment
- Family
- Insurance Defense
- Litigation
- White Collar Crime

**Part of the Team**
- Corporate
- Executive Compensation
- IP Licensing/Patent
- Project Finance
- Real Estate Transactional
- Tax
- Trusts & Estates
Are You Comfortable With an Adversarial Practice?

**Un-charted Waters**
- Corporate
- Real Estate
- Trusts & Estates
  - Estate planning
  - Wealth Management

**Rules of Engagement**
- Bankruptcy
- Litigation
- Corporate Regulatory
- Administrative/Regulatory Component

WWW.MLAGLOBAL.COM
How Important Is a Predictable Schedule?

Important
- Gov’t Agency Connections
  - NLRB
  - DOJ
  - SEC
  - CFTC
- Appellate
- Land Use
- Trusts & Estates

Not Important
- Cross Border Transactional
- Litigation
- White Collar Criminal
What’s On The Horizon?
<table>
<thead>
<tr>
<th></th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Real Estate 57.0%</td>
<td>Real Estate 44.0%</td>
<td>Real Estate 22.0%</td>
</tr>
<tr>
<td></td>
<td>Corporate 31.0%</td>
<td>Corporate 29.0%</td>
<td>Corporate 40.0%</td>
</tr>
<tr>
<td></td>
<td>Litigation 5.0%</td>
<td>Litigation 7.0%</td>
<td>Litigation 15.0%</td>
</tr>
<tr>
<td></td>
<td>Intellectual property 1.0%</td>
<td>Intellectual property 6.0%</td>
<td>Intellectual property 3.0%</td>
</tr>
<tr>
<td></td>
<td>Bankruptcy/restructuring</td>
<td>Bankruptcy/restructuring 16.0%</td>
<td>Bankruptcy/restructuring 19.0%</td>
</tr>
<tr>
<td></td>
<td>Other 6.0%</td>
<td>Other 5.0%</td>
<td>Other 1.0%</td>
</tr>
</tbody>
</table>
AmLaw Law Firm Leaders Survey

How will the size of your First-Year Associate Class of 2012 compare with that of the 2011 Class?

• It will be larger 29%
• It will be the same 58%
• It will be smaller 13%
Practice Area Summary

• One Tool / One Resource for you.
• 50 different practice areas researched & described in detail
• See the wide variety of options open to you
• Utilize as a hard educational tool:
  – Variety of practice areas outside of corporate vs. litigation
  – What its like to practice in each area
  – What day to day is like
  – What people find frustrating and satisfying
• Go to: http://www.mlaglobal.com/practice-area-summary
• Provide your first name, last name and email address.
• We will then email you the summary
Be Proactive!

• Take control of the selection process
• Focus on your motivators / goals—What is important to you?
• Take advantage of Yale: Career services & Alumni
  – Upcoming events: Law Firm Practice Area Forum—table talk with 25+ law firm attorneys!
• Do not rely on predictions of others
• “Career is a Lifetime”