

NEW YORK--( [BUSINESS WIRE](#) )--Even as JPMorgan Chase reports that they have set aside a nest egg of \$9.2 billion to cover legal expenses related to their regulatory troubles, revenue growth at many of the largest law firms has slowed. This raises the stakes for law firms and the long-term careers of partners at those firms.

By their nature, law firms are volatile environments where partners seek to make lateral moves into a firm that fits their personality and professional goals. “In an increasingly competitive job market, attorneys need the talents of a well-connected legal search firm that can connect them with the most promising, and often unadvertised, lateral opportunities,” says Keith Fall, partner at Walker Associates.

“Legal services provided to large financial institutions such as JPMorgan Chase are generally long-standing, institutionalized relationships,” explains Ross Weil, partner at Walker Associates. “It is rare that a lateral partner can switch firms and bring the entire business without the new firm already having that existing relationship. Firms are sensitive to the likelihood of a client relationship being portable. Plenty of due diligence is performed before judgment is made to extend an offer or pass on the candidate.”

Walker Associates is a New York-based legal search firm dedicated to uniting accomplished partners and partner groups with law firms that “rise above the crowded middle.” They make the exploration of lateral opportunities uncomplicated and transparent.

“We take a customized approach to assisting esteemed partners and select law firm clients build meaningful relationships. Our focus on the New York market not only gives us expertise in the region, it also gives us the ability to establish personal, face-to-face relationships with New York law firms,” says Weil. “We are not ex-attorneys. Our team is made up of accomplished recruiters who understand the complexities of lateral moves and become trusted to those we work with.”

Partners and partner groups can learn more about the legal search process by visiting [www.WalkerSearch.com](http://www.WalkerSearch.com) or by contacting any Walker Associates partner.

