

The Next Law Firm Leaders

By Erica E. Phillips
Daily Journal Staff Writer

To hear new partners explain it, promotion in 2010 was much more about the client than about hours. Lawyers who crossed the threshold knew how to hold down costs, nurture relationships and align themselves with the right senior partners. "Promotions went to people who demonstrated a business savvy and a mature attitude about what the firm could and would do for them," Susan Manch, a consultant in lawyer

development at Shannon & Manch LLP, wrote in an e-mail, "and what they needed to do for themselves."

"There were fewer 'brain surgeons,'" she said, "and a lot more relationship builders." The 2010 class was 37 percent female. Northern and Southern California accounted for 45 and 55 percent of promotions, respectively. More than half were litigation specialists, and intellectual property was the most common focus among new partners on the litigation and transaction sides.

Lewis Brisbois Bisgaard & Smith LLP, Knobbe Martens Olson & Bear LLP and

Morrison & Foerster LLP welcomed the biggest incoming partner classes in the state, followed by Los Angeles-based Manatt, Phelps & Phillips, LLP and Palo Alto's Wilson Sonsini Goodrich & Rosati PC.

Two Pittsburgh-based firms, K&L Gates LLP and Reed Smith LLP, tied Wilson Sonsini with six California promotions apiece.

Princeton Kim, a labor and employment litigator at Reed Smith in Los Angeles who billed upwards of 2,200 hours in 2010, gave mentors a lot of the credit.

"Every great lawyer I've met became a great lawyer because somebody took the time to

invest in their development," Kim said, "not because they were reinventing the wheel or they were born that way."

Manch was quick to warn that mentoring shouldn't end there. "Too often, leaving associatehood means the end of formal professional development, feedback on anything but productivity, and clarity of expectations," she said.

"Firms have to treat this as both end and beginning."

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Firm	Name	Office	Specialty	Law School
Akin Gump Strauss Hauer & Feld LLP	Gary M. McLaughlin	Los Angeles	Labor & Employment, Class Action	Univ. of Virginia School of Law
Archer Norris PLC	Roger Marken	Newport Beach	Insurance	Southwestern Law School
	J. Michael MacGuire	Sacramento	Construction	Univ. of the Pacific, McGeorge School of Law
Best Best & Krieger LLP	Jerry Dagrella	Riverside	Real Estate Litigation	Univ. of the Pacific, McGeorge School of Law
	Paeter Garcia	Riverside / Los Angeles	Water, Environmental	Syracuse University College of Law
	Joseph Sanchez	San Diego	Labor & Employment	Univ. of San Diego School of Law
	Elizabeth Hull	San Diego / Irvine	Municipal Redevelopment	Univ. of San Diego School of Law
Beveridge & Diamond PC	Lily Chinn	San Francisco	Environmental, Toxic Torts and Product Liability Litigation	UCLA School of Law
	Laura Duncan	San Francisco	Environmental Compliance Counseling and Litigation	George Washington University Law School
Bingham McCutchen LLP	Steven Miller	Los Angeles	Corporate Finance, Commercial Lending	Pepperdine University School of Law
	David Cannon	San Francisco	Business and Intellectual Property Litigation	UC Hastings College of the Law
	Brian Rocca	San Francisco	Antitrust, Complex Commercial Litigation	Univ. of Virginia School of Law
	Benjamin Burkhart	Los Angeles	Corporate Finance, M&A, Capital Markets, Securities Transactions	USC Gould School of Law
Bryan Cave LLP	Nafiz Cekirge	Santa Monica	Commercial Litigation, Mass and Toxic Torts	Benjamin N. Cardozo School of Law
	Aaron McKown	Irvine	Intellectual Property, Financial Services and Commercial Litigation	UNC School of Law
Bullivant Houser Bailey PC	Daveed Schwartz	Sacramento / San Francisco	Antitrust, Consumer Class Action Litigation and Counseling	UC Davis School of Law
	Christopher Bakes	Sacramento	Real Estate Litigation, Research and Development, Info. Technology	Univ. of San Francisco School of Law
Carroll Burdick & McDonough LLP	Robert Binion	San Francisco	Complex Commercial Litigation	UC Berkeley Boalt Hall School of Law
	Sigmar Pohl	San Francisco	Commercial and Intellectual Property Transactions	University of Trier, Germany
Cooley LLP	Jessica Valenzuela Santamaria	Palo Alto	Securities and Commercial Litigation	Stanford Law School
	Shannon Eagan	Palo Alto	Commercial and Securities Litigation, White Collar and Regulatory Defense	Stanford Law School
	Charles J. Bair	San Diego	Emerging Companies, Public Offerings and Securities Regulation	Stanford Law School
	Samantha M. LaPine	San Diego	Real Estate Finance	Univ. of San Diego School of Law
	Kenneth J. Rollins	San Diego	Corporate Transactions	Univ. of Virginia School of Law
Coughlin, Semmer & Lipman LLP	Earl Pott	San Diego	Business Litigation, Criminal Defense and White Collar Matters	Harvard Law School
	Cathleen Fitch	San Diego	Complex Civil Litigation	UC Hastings College of the Law
Cox, Castle & Nicholson LLP	Erica Bose	Los Angeles	Residential and Commercial Real Estate Transactions	UCLA School of Law
	Alicia Vaz	Los Angeles	Litigation and Appellate Matters	UC Berkeley Boalt Hall School of Law
Davis Wright Tremaine LLP	Mark Fumia	San Francisco	Business Transactions, Energy	UC Hastings College of the Law
	Kelly Logue	Los Angeles	Entertainment Finance and Licensing	NYU School of Law