

# OCS Weekly Bulletin

October 22, 2008

Upcoming OCS Programs & Career-Related Articles

## What's Inside

*Upcoming OCS Programs, Page 1*

*Career-Related Articles, Pages 2-4*

## About OCS

The Office of Career Services (OCS) serves as a bridge between students, alumni and employers. The staff helps students and alumni to shape and realize their career goals. We also provide counseling, workshops and resources on judicial clerkships, international opportunities and non-law alternatives.

OCS is open Monday through Friday from 8 a.m. to 5 p.m. The office is located on the first floor in Room 143 in the Law School's office building on Nathan Abbott Way.

## Upcoming OCS Programs

### 1L Spotlight Lunch Series

**NOTE: Attendance is limited to those students who were assigned a spot through OCS.**

**If you wish to add yourself to a lunch that has space available, please do so on the list posted on the bulletin board outside OCS.**

If you have any questions about the Spotlight Lunch program, please contact Laura Flores at [lflores@law.stanford.edu](mailto:lflores@law.stanford.edu).

***Practice Area Overview*** - Monday, October 27th featuring Steve Engle from Major, Lindsey & Africa

***Bankruptcy*** - Tuesday, October 28th featuring Ori Katz from Sheppard Mullin

***IP Patent Prosecution*** - Tuesday, October 28th featuring Mika Mayer from Morrison & Foerster

***In House Litigation*** - Wednesday, October 29th featuring Nicole Bartow from Atmel Corporation

***Real Estate & Land Use*** - Thursday, October 30th featuring Phil Ebling from Goodwin Procter

***In House Transactional*** - Thursday, October 30th featuring Larry Wainblatt from VMWare

***Trusts & Estates*** - Friday, October 31st featuring Jenny McCall from Pillsbury Winthrop

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# Career-Related Articles

- **Study: Corporations Slash Spending on Outside Counsel**.....Page 2

Corporate spending on outside counsel has dropped to its lowest level in eight years, and in-house lawyers expect to finish 2008 without any increase in payment to law firms, a report released Monday found. The annual survey found that while legal costs incurred by U.S. companies continue to climb, much of that spending has gone to paying in-house lawyers. The findings come as the economic crisis is forcing corporations to examine their budgets to find expenses to shave, including legal costs.

- **How to Get Noticed by Potential Employers**.....Page 3

In a rocky economy, it's even more important for job hunters to stand out from the crowd.

- **D.C.'s Hogan to Open Two Calif. Offices with Heller Vets**..... Page 4

Hogan & Hartson has become the first out-of-town firm to enter the San Francisco Bay Area legal market by picking up lawyers from the dissolving Heller Ehrman. The 1,000-lawyer firm rooted in Washington, D.C., will open its San Francisco and Silicon Valley offices with three and four Heller partners each. Two Heller partners will also join the firm's New York office. And in Seattle, a number of Heller lawyers have left for Davis Wright Tremaine, which is based in that city.

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## Study: Corporations Slash Spending on Outside Counsel

Nate Raymond

The American Lawyer

10-21-2008

Spending on outside counsel by corporations has dropped to its lowest level in eight years, and in-house lawyers expect to finish 2008 without any uptick in how much they pay law firms, a report released Monday found.

Median spending on outside counsel last year fell 9.1 percent, according to a survey of in-house counsel by the Association of Corporate Counsel and Serengeti Law. The spending was less than what those who surveyed a year ago had predicted, and corporate counsel expect no increase this year.

The findings come as the economic crisis is forcing corporations to take a close look at their budgets to find expenses to shave, including legal costs. The survey captured attitudes of in-house counsel in May and June, suggesting spending on outside counsel was being reduced even before the Wall Street financial crisis hit.

"I would have to think the trends we are seeing are going to be emphasized even further given the events of the last month or so," says Rob Thomas, vice president of strategic development at Serengeti, a management and e-billing service provider.

The survey received responses from 337 law departments in small to large U.S. companies. The median company in the

survey had revenues of \$350 million in 2007, a decline from last year because of an increased number of responses from small companies. But the report says there remains "a strong correlation of results and trends that have developed during the past eight years."

The annual survey found that while legal costs incurred by U.S. companies continue to climb, much of that spending has gone to paying in-house lawyers. Outside counsel remain the most expensive item for corporate law departments, the study notes. But the ratio has shifted in recent years toward in-house staffs.

Median spending on in-house law departments climbed 11 percent in 2007 to \$777,775, the report says. Yet outside spending fell 9.1 percent to \$1 million. (Large companies with revenues of more than \$1 billion typically spent \$4.8 million on outside counsel and \$2.5 million on their in-house departments.)

The survey suggests one reason spending is shift away from outside counsel: In-house counsel reports that the hourly rates being charged by outside counsel increased 6.5 percent in 2007, the highest rate hike in at least seven years. In-house counsel expect to be hit with even higher rates this year, and the survey notes its participants typically underestimate those

increases. In reaction, the study suggests in-house counsel are being more selective in what work is sent outside.

Outside counsel spending in 2007 was also less than expected. Respondents to the survey last year predicted a 5 percent increase in outside counsel spending. In fact, spending actually only climbed 1 percent, the report says.

This year is expected to be worse for law firms, the report says. "For 2008, in-house counsel expect that rate of change in outside spending will be even lower: the median prediction is for no change in annual spending on outside counsel," the report says.

*This article first appeared on The Am Law Daily blog on AmericanLawyer.com.*

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# Career-Related Articles

## How to Get Noticed by Potential Employers

Ari Kaplan

The American Lawyer

October 15, 2008

As the economy slows, law students have every reason to be worried about their job hunt, but Vermont Law School 2L Andrew Delaney is not too concerned. He says he has already secured multiple job offers from small firms in Vermont, the office of the state attorney general and a firm in California, where he may want to move after graduation. And not because he spends all of his time in the library. A punk rock guitarist in his spare time, Delaney is a leader in his school's Phi Alpha Delta chapter and co-chair of the Sports and Entertainment Law Society. He is also a member of the Vermont Law Review and has written two articles on entertainment law in the past year.

Delaney has been following a career-building strategy that's more important now than ever: creating opportunities that connect law students with prospective employers or future clients and make them memorable.

"Any time the job market is cycling downward, you have to do more, because employers are not reaching as deeply into the classes," says Kimm Alayne Walton, author of "Guerrilla Tactics for Getting the Legal Job of Your Dreams." "Getting out and being yourself is the best thing that will sell you."

While firms look for students with strong academic credentials, they also want to see strong communication skills and "fire in the belly," says Robert Cote, managing partner of McKool Smith's New York office. "Those intangible factors can make a difference, especially if the academic credentials are not as strong." What follows are some strategies for making a lasting impression.

- Start expanding your network by calling or writing alumni and requesting a short meeting over coffee. Alums are, generally, pleased to help students by sharing perspective on their careers. Most are also happy to make referrals and stay in touch.

"Developing connections with alumni in your law school and keeping those connections is important," says Cote, who suggests that students attend alumni events

and participate in alumni organizations. He recommends that students contact their school's placement coordinator to identify graduates who have a history of encouraging prospects.

- Writing, blogging and podcasting are ways to both develop your network and show your strong interest in a particular practice area. For example, you could profile a lawyer for the alumni magazine or write a more practice-specific piece for the Web, a student newspaper or a bar association publication. (Your new alumni contacts may offer some story ideas.) The article can provide an occasion to interview more lawyers whom you wish to meet and to speak to them about their work.

"Engage in the world beyond your torts book," says Susan Gainen, career director at the University of Minnesota Law School and a founding editor of the Career and Professional Development Blog.

- Keep in touch. Many people send holiday cards to former internship supervisors and teachers, but try for more frequent contacts. Sending handwritten thank-you notes -- and even remembering birthdays -- is a good start.

When Delaney made law review, he e-mailed his college professors, some of whom are prominent practitioners in Vermont, to thank them for their encouragement. "If anyone shows interest in me, I try to show appreciation for that by sending a note," he says.

Create an e-mail list so that, as you meet people, you can easily add them to your network and maintain contact.

Most students worry that contacting an individual they met once is annoying. On the contrary, the lawyers you meet often want to know about your progress, even if they don't respond to every message.

Before Ben Gross graduated from the University of Arizona with a J.D./MBA in December 2007, a classmate encouraged him to contact one of her colleagues at Honeywell Aerospace in Phoenix to discuss job prospects. The two met and chatted. The contact courteously advised Gross

that not only was he unqualified for a job in his particular division but that there were no positions available at the time.

Gross moved to Atlanta after his last final exam and began contacting prospective employers there. He also remained in touch with the lawyer at Honeywell by e-mailing him regularly with updates on his job hunt. He never heard back -- until, months later, the Honeywell contact called him to say that a job had opened in another division. A week later Gross was the company's newest senior export compliance officer. He later learned that it was his regular, unrequited e-mails that kept him on his contact's mind. "It is vitally important to keep people up to date," Gross says.

- Create your own inner circle of advisers.

Gross regularly turns to a select group of five people for advice and counsel -- his personal advisory board or "train," as he calls it.

By creating a deeper connection to a smaller group of trusted, experienced individuals, you can build the foundation for a network of people who will watch you grow and succeed over the course of your career.

"Any lawyer who has been successful in his practice takes great pride in mentoring and trying to assist young lawyers," says Cote.

Gross suggests treating these individuals with a different level of respect than a mere circle of friends. "My train is something I manage and maintain," he says, noting that he spends some time each day thinking about the people on his train and how he will make contact again. "[The follow-up] does not have to be elaborate, just capable of generating name recognition," says Gross. "I try to relate my life to my train because those cars are driving my career."

*Ari Kaplan is the author of "The Opportunity Maker: Strategies for Inspiring Your Legal Career Through Creative Networking and Business Development" (Thomson-West, 2008).*

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## Career-Related Articles

### D.C.'s Hogan to Open Two Calif. Offices with Heller Vets

Niraj Chokshi

The Recorder

October 15, 2008

Hogan & Hartson has become the first out-of-town firm to enter the San Francisco Bay Area legal market by picking up lawyers from the dissolving Heller Ehrman.

The 1,000-lawyer firm rooted in Washington, D.C., will open its San Francisco and Silicon Valley offices with three and four Heller partners each. Two Heller partners will also join the firm's New York office. The nine-partner group joining Hogan & Hartson includes members of Heller's securities, white-collar, antitrust and labor and employment litigation practices, though the majority of the group is from the securities litigation practice.

In Seattle, a number of Heller lawyers have left for Davis Wright Tremaine, which is based in that city.

Hogan & Hartson boasts about its new arrivals in a statement that was scheduled to be issued Tuesday.

"The addition of this preeminent group of trial lawyers on the West Coast and in New York, many of whom are widely recognized as leaders in their fields and have held leadership positions with their previous firm, enables us to expand our range of experience throughout the firm," Hogan & Hartson Chairman J. Warren Gorrell Jr. says in the statement. "This is particularly true in the securities litigation area, where we are strengthening our existing national white collar and securities class action litigation practices."

The firm confirmed the moves, but did not have anyone immediately available for comment.

The group opening Hogan's Four Embarcadero Center location in San Francisco includes partners Howard Caro, Megan Dixon and Michael Shepard; of counsel Douglas Schwab; and at least two associates. The office at 525 University Ave. in downtown Palo Alto, Calif., will open with partners Norman Blears, Michael Charlson, Robert Hawk and Laurence Weiss as well as three associates.

Blears and Charlson had both co-chaired Heller's securities litigation practice, and Shepard led the white-collar criminal defense practice.

In New York, Hogan also will add Heller partners Robert Buehler and Kenneth Kirschner, the head of Heller's labor and employment practice.

Hogan & Hartson was founded in 1904 and has 25 offices worldwide, including one in Los Angeles with nearly 25 partners. In 2007, the firm's revenue per lawyer was \$850,000 and profits per partner were \$1,185,000, which were 5 and 15 percent higher than Heller's, respectively.

#### MEANWHILE, IN SEATTLE ...

Seattle-based Davis Wright Tremaine, home to about 450 lawyers, also has picked up a group of at least four Heller partners. All from the Seattle office, they

include office managing partner Brendan Mangan, Bruce Bjerke, Kenneth Payson and Warren Rheume. Davis Wright is expected to make an official announcement later this week.

At least two other Seattle partners have landed elsewhere.

Partner Todd Glass, the Seattle-based head of Heller's energy practice, is headed to Wilson Sonsini Goodrich & Rosati, sources said. And Seattle partner Michael Dotten returned home to Portland, Ore., to start his own mediation and arbitration practice. Dotten had opened Heller's Portland office in 1983. That office closed in 2005.

To date, the largest group of hires out of Heller Ehrman remains the 27-partner group that joined Orrick, Herrington & Sutcliffe last week. The group that joined Orrick included the three former chairmen prior to Matthew Larrabee, who led the firm as it reached its dissolution vote on Sept. 26.

Heller Ehrman voted to dissolve about 10 days after merger talks with Mayer Brown collapsed and the departure of a group of 14 intellectual property litigation partners triggered a clause in the firm's contract with its credit suppliers -- Bank of America and Citibank -- allowing them to step in and force the shutdown.

At least 100 staffers were laid off on Friday, with more layoffs expected in the coming two weeks.