



Fall 2013

## Bliss Lawyers Bulletin

### Attorney Spotlights

**Lisa A:** Lisa joined Bliss Lawyers in August 2013 as an attorney for a financial services company.

**What Lisa Does:** Lisa is a seasoned financial services attorney with extensive experience in corporate transactions.

**Previous Experience:** Lisa comes to Bliss from a top New York law firm where she was a partner specializing in M&A.

**More About Lisa:** Lisa lives in New York City. In her spare time, she enjoys art, the beach and philanthropy.

**Jack R:** Jack joined Bliss Lawyers in August 2013 as an attorney for a financial services company.

**What Jack Does:** Jack is a seasoned M&A and corporate attorney with extensive experience in corporate matters.

**Previous Experience:** Jack comes to Bliss from a top New York law firm where he specialized in M&A and corporate law.

**More About Jack:** Jack lives in New York. In his

### About Bliss Lawyers

Bliss Lawyers is a new legal model combining the benefits of secondment and virtual firms. With a national network of over 10,000 lawyers we are positioned to place exceptional lawyers in law departments on a temporary basis. A virtual platform allows us to pass considerable cost savings on to our clients. Bliss Lawyers is a certified majority woman-owned business.

With cost-conscious companies increasingly turning to alternative legal staffing solutions to reduce their legal spend, secondment and virtual firms continue to be among the innovative solutions to an increasingly competitive legal marketplace. Here are some notable highlights and headlines that Bliss has been following.

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### Post-Recession Gives Rise to New Law Firm Models

Writing in [Inside Track](#), the magazine of the State Bar of Wisconsin, Joe Forward quotes Bliss Lawyers co-founder Debbie Epstein Henry on how solo and small firms would be wise to explore new law firm models in order to stay competitive in this post-recession world. "A seismic shift in the legal market means law firms must do things differently" said Debbie. Law firms that "use straight billable hours have more difficulty in a buyer's market where prospective clients have more leverage to drive costs" and "The billable hour may not align with a client's goals for predictability, efficiency and quality."

### A Career Come-Back at Any Age

An article by Laura Sinberg and Kate Ashford in [More Magazine](#), considers the challenges many women face in returning to the work force after a break. Given how difficult it can be, the article cites the merits of a Returnship, internships for experienced workers who have taken a professional hiatus. The article quotes Bliss Lawyers co-founder Debbie Epstein Henry who says, "There's a real awkwardness that women experience in translating personal relationships into professional ones." Networking may be the ultimate key to professional success so get started.

spare time, he enjoys spending time with his four children and playing golf.

## Upcoming Events

**Inspiring Women:** Friday, November 8<sup>th</sup>, Bliss Lawyers co-founder Debbie Epstein Henry will be the keynote speaker at the Women in Law & Leadership Conference hosted by Case Western Reserve University School of Law in Cleveland, OH. To [register](#).

**(Forget a Mentor) Find a Sponsor with Sylvia Ann Hewlett:** Wednesday, November 11<sup>th</sup>, Sidley Austin LLP will host a Law & Reorder Quarterly Event at the firm's New York City offices. For information on this event please email [Law & Reorder](#).

## Who's Eating Law Firms' Lunch?

Writing in the [ABA Journal](#), Rachel Zahorsky and William D. Henderson consider the role document review companies and other alternative legal service providers can play in helping businesses reduce their legal spend. The authors describe how one business saved \$100,000 in outside lawyers' fees on a matter that involved the rapid analysis of thousands of documents. According to the general counsel cited in the article, this approach saved the business an estimated 15 to 30 percent per case on outside counsel fees. "With a single matter running . . . nearly \$3 million, the dollar amount saved is substantial. They've become valued litigation partners; I don't view them as a vendor. They're better than any contract review attorney and most junior associates, even at well-known firms. When you add in the pricing, it's an overall great value."

## 2013 Report on the State of the Legal Market

Georgetown Law's recently released [annual report](#) notes that as we enter 2014, the legal market continues in the fifth year of an unprecedented economic downturn that began in the third quarter of 2008. The market for legal services in the United States and throughout the world has changed in fundamental ways and the challenge for lawyers and law firms is to understand the ways in which the legal market has shifted and to adjust their own strategies, expectations, and ways of working to conform to the new market realities. The report also describes the longer term implications of the trends market watchers are observing and suggests some ways in which lawyers and law firms can better position themselves to deal with new emerging market realities.

## New Opportunities

If you are a business interested in learning more about Bliss Lawyers and its services, email us at: [gberger@blisslawyers.com](mailto:gberger@blisslawyers.com).

Bliss Lawyers is always looking for experienced lawyers and legal professionals. If you are seeking an opportunity to do challenging legal work in an in-house legal department on a temporary basis, with the possibility of converting your engagement into permanent employment, then [join our team](#).

## From the Bliss Lawyers Co-Founders



**Deborah Epstein**



**Suzie Scanlon**



**Garry Berger**

Henry



bliss lawyers ...it's not an oxymoron