OUTLINE:

1. What is it like working at a small/midsized firm?
   1.1. Definition of a small to midsized law firm
      1.1.1. 1-10 lawyers
      1.1.2. 11-30 lawyers
      1.1.3. 31-50 lawyers
      1.1.4. 50-100 lawyers
   1.2. Differences between small/midsized law firm model and Big Law Firm Model
      1.2.1. Types of clients
      1.2.2. Pricing
      1.2.3. Overhead
      1.2.4. Technology
      1.2.5. Diversity
      1.2.6. Smaller matters from more clients v. larger matters from fewer clients
   1.3. Why do attorneys from BigLaw move to small/midsized firms
      1.3.1. Flexibility
         1.3.1.1. Lifestyle
         1.3.1.2. Types of clients
         1.3.1.3. Pricing

2. Why are small/midsized firms attractive to in-house counsel?
   2.1. Small/midsized firms potentially offer
      2.1.1. Better value
      2.1.2. Diversity
      2.1.3. Niche expertise
      2.1.4. Personal Attention

3. Challenges and concerns when hiring small firms or pitching for business
   3.1. Do you have enough expertise to handle my matter?
      3.1.1. One of the best selling points for small firm is having specific expertise for a particular matter.
3.2. Do you have enough bandwidth to handle my matter?
   3.2.1. In house counsel may often face pressure to work with firms of a certain size for large matters
3.3. Do I need to hire a large firm to keep my job?
   3.3.1. In house counsel may feel pressure to hire certain so that they can justify a bad outcome
   3.3.2. Small/midsized firms may face challenges in making in roads with large company of have a list of
   legacy firms that they work with

4. How can small/midsized firms best be used to promote diversity in the legal profession?
   4.1. Providing better training opportunities for diverse attorneys
   4.2. Providing better leadership and business development opportunities for diverse attorneys
   4.3. Providing alternative for in-house counsel looking to hire diverse lawyers
   4.4. Raising awareness to issues that impact diverse lawyers

RESOURCES: