



How a highly successful Manhattan law firm associate auctioned himself off to the highest bidder...

Can an attorney do this? Put him – or herself up for auction? Yes, and if you don't believe it, read how this third-year associate at a prestigious international firm dramatically improved his career trajectory with a bold new strategy more and more attorneys are now adopting.

Assume you're a Law Review graduate of a top-ten law school. You clerked for a federal judge. You've put in three excellent years at a powerful and well known firm, but you wonder, Here I am, maybe near or at the top of my game? If I move, now's the time while I still have considerable upside and am not locked in. What if I could literally auction myself to the highest bidder and choose a new job just right for me? Sound like a pipe dream? Well, it wasn't for a star attorney who for purposes of this discussion we'll call Frank.

How Frank auctioned himself and found his dream job...

Frank found a strategically clever way to test the waters, and as a result, landed himself 19 additional interview opportunities and ended up taking a job across the continent with a high-powered boutique litigation firm with deep-pocketed clients and the promise of partnership consideration within three years. Here's what Frank did...

A better way...

"As a first-year associate," Frank said, "I was aware of various strategies for finding jobs, to include recruiters and job boards. Recruiters were okay but I was uncomfortable with the fact that they would only submit me to a limited number of opportunities. Job boards, on the other hand, had a lot of jobs but it was time-consuming to go through them and contact them all.

"An older friend working at our affiliate office in Chicago told me about Legal Authority. He was very high on Legal Authority, which, he said, offered an alternative to job boards and recruiters, and was, he felt, superior for reasons I shall explain.

The secret revealed...

"Legal Authority has this huge database of, I think, more than two million law firms, in-house legal departments and

government agencies broken out by state, city and practice area," Frank said.

"Basically, Legal Authority's database lists just about all the attorney employers in the country. If one is interested in law firms, which I was, Legal Authority even breaks out law firms by size. To start the process, you call up Legal Authority and someone there assigns you to an employment advocate, who's a law school graduate. This alone makes a huge difference as you don't have to explain things.

The strategy revealed...

"My employment advocate was named Duane, and he asked where I wanted to practice and I told him I really wanted to work on the Coast, preferably either San Francisco or Los Angeles but that it would depend on the opportunity as I had a good situation where I was. Duane next asked what practice preferences were and I told him Litigation or transactional Corporate. It was here that the foundational premise and rather unique selling proposition of Legal Authority was finally revealed to me.

"Duane said that 85% of most job opportunities are not advertised on job boards or available to recruiters but are instead filled by individuals who inquire on their own, and that because I had exceptionally high grades, even the very best American and international firms would be interested in me and I should go ahead and contact them all.

"I see it all the time," Duane said, "Even law grads who don't have your incredible grades and big-firm background get multiple offers through us. Our Legal Authority system can get people jobs in places they wouldn't even think to look.

The result of uncovering the secret and the strategy...

"It was almost magical," Frank continued. "Duane found over 1,200 jobs in the Legal Authority database that fit my parameters and we eliminated some because they would be unlikely to meet my salary requirements, as I didn't want to give up the money I was making in Manhattan. He then put me in touch with a Legal Authority resume writer, who confided that he had written more than 500 attorney resumes and was sure he could help me. He was great. He redid my resume and made changes that improved it immensely.

"Now here comes the really good part: Once I approved the resume, Legal Authority printed up 800 individual envelopes, resumes and cover letters, all of which contained my address and each of which was addressed to a different hiring coordinator at each of the 800 firms fitting

my criteria. Can you imagine doing all of that tedious clerical work yourself? And how on earth could I have ever identified that many prospective employers? The fact is, no one could without using Legal Authority."

The happy conclusion...

"Believe it or not, I got 19 interview requests, most of them from big, international firms with offices in LA and San Francisco, firms whose names you'd recognize immediately; but I ended up going with a very upscale but relatively small litigation boutique in LA which doesn't advertise for jobs at all! As naïve as I was, I had never heard of this firm, but once I accepted the offer and told one of the older associates, he was said 'You're so very lucky. That firm extends very few offers because once you're hired there almost nobody ever leaves. Most of us would kill to get in that firm but never will. Congratulations. I'm exceedingly jealous. Those guys do some if not the absolute best litigation work in America.'"

We offered Frank our congratulations as well. "Thanks," he said. "When I look back on my decision to auction myself and my skills to the best and in this case highest paying bidder, I reflected on how Legal Authority's process had left no metaphorical stone unturned. I also liked the fact that I retained control over the process. Once I got the package of coordinated cover letters, resumes and envelopes, all I had to do was sign the cover letters, place them and the resumes in the right envelopes, stamp and put the envelopes in the mail. In doing this, I carefully removed letters addressed to firms I'd already talked to, further taking control of the process. I should add that not only do I now have the best job I could ever imagine, I received a higher starting salary as well. If it hadn't been for Legal Authority, I never would have found my dream position."

Legal Authority is not just for Law Review attorneys at big firms...

To the contrary, Legal Authority has had equal success marketing attorneys who never thought they were marketable. What Legal Authority does is spend the time to find your unique selling proposition, then incorporates that in your cover letter and resume and searches America to find firms that will likely respond. It is this skill that has allowed Legal Authority to find more attorneys jobs than any other source.

Widen your employment horizons...

Contact www.legalauthority.com or call us at 1.800.283.3860 and we'll help you.