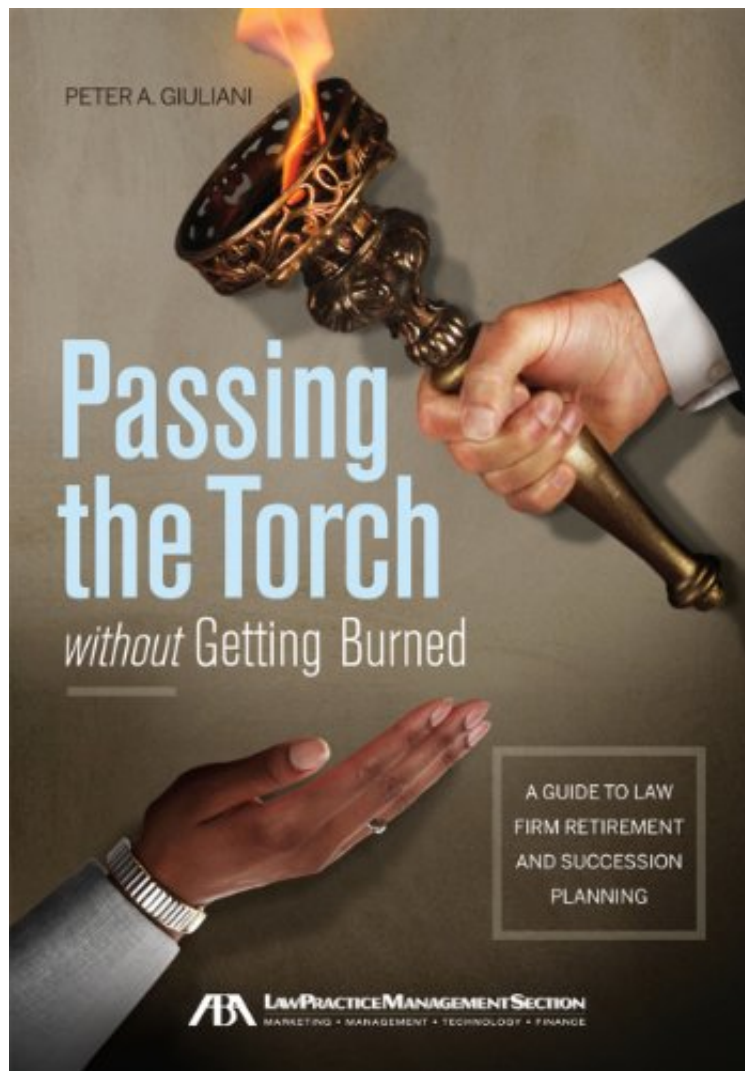


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Passing the Torch without Getting Burned: A Guide to Law Firm Retirement and Succession Planning

Peter A. Giuliani

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For law firms, succession is a fact of life: founding partners retire, rainmakers depart, and in the meantime, client relationships must be preserved. *Passing the Torch without Getting Burned: A Guide to Law Firm Retirement and Succession Planning* is a comprehensive examination of the key economic issues typically encountered by law firms when they consider how partners end their careers, as they inevitably must. Peter Giuliani, an experienced law-firm management consultant, illustrates common retirement issues and their resolutions through "real life" case studies from his years of consulting experience.

About the Author Peter A. Giuliani is a partner at Smock Law Firm Consultants. His law firm management experience spans nearly forty-five years, both as a management consultant to law firms and other professional service firms, and as executive director of Cummings Lockwood, a 180-lawyer law firm based in Stamford, Connecticut (seven years).