



Highlights from the

Boomer Managing Partner Circle

Spring 2022

Highlights from the Managing Partner Circle™ — 2022 Spring Meeting

The Boomer Managing Partner Circle is a community of Managing Partners from around the country that get together twice a year to share knowledge and best practices and propel each other to higher levels of success. Learn more at www.boomer.com/mpc.

In May of 2022, our members met in person and virtually for lively and insightful sharing of their perspectives on the challenges and opportunities facing their firm and the profession. The discussions centered on the following topics:

- **The Future Focus/Lessons Learned**
 - This is an exciting year of transition for many firms with new initiatives, new projects and new people. Members took some time to think about accomplishments from the past six months in their personal and professional lives and projects and initiatives they're excited about today.
 - To get our meeting started on the right foot, we asked each member to share some great news from their firm with their peers.
- **Metrics Discussion and Review**
 - We reviewed the results of a survey sent to the group to get a pulse on what is currently happening and determine the next steps to move forward.
 - Some of the metrics we looked at include FTEs per equity partner, total charge hours vs. total work hours, margin, billing rates, realization, net income per partner, and turnover.
- **Industry Update: Your Challenge 2022**
 - Sandra Wiley and Marc Staut shared recent updates in the profession that will affect our members and their firms.
 - We looked at leadership, technology, talent, process, and growth trends that members should have their eyes on.
- **Managing Partner Exchange**
 - This is time we set aside for our members to ask their peers anything on their minds.
 - Virtual members used Conferences IO and Zoom's "raise hand" feature to keep the conversation flowing with in person members during this session.
- **Managing Partner Show & Tell**
 - Before the meeting, we asked our members to bring an item, resource, project, marketing technology, etc., that they developed or used internally to share with the group.
- **5 Big Commitments**
 - We never want our members to leave without providing an opportunity to reflect on what they've learned and document their action plans.

- Before adjourning, members could share their plans with their peers and share their commitments with the whole group.

As always, it's impossible to cover everything that we discussed at the last Boomer Managing Partner Circle meeting in a short summary. However, the trends and issues described in this report should give you some great insight into the challenges and solutions that managing partners are thinking about today.

An Invitation to Participate in The Boomer Managing Partner Circle™

To learn more about The Boomer Managing Partner Circle™ community, please visit <http://www.boomer.com/mpc>.

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