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Demonstrating Readiness for Partnership



Demonstrating readiness and relevance for partnership is a key requirement for successful partnership; it's not just simply demonstrating a great "runup" year to partner in terms of productivity.

Rather, a successful partner candidate must be able to show long-term commitment to the firm as well as a practice that aligns with the firm's strategy and client base. This chapter covers the aspects required to show readiness for partnership, as well as what a senior associate can do to prepare for the change and increase in expectations. Senior associates often are frustrated by the long (and increasing) path to partnership, but at the same time, newly promoted partners frequently express they weren't fully prepared for partnership or for the decrease in internal work they received once they had the partner title with the accompanying billing rate.

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