



DECISIONS THAT MATTER: Tales of Law Firm Leadership in Moments of Consequence

by

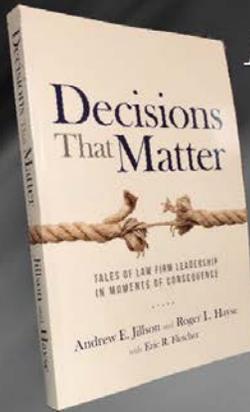
Andrew E. Jillson and Roger L. Hayse

FEATURED BOOK

POWERED BY

TheRemsenGroup
Smart Strategies for the Forward Thinking Law Firm

TheRemsenGroup.com



Each day brings scores of decisions. Some are more consequential than others.

Decisions That Matter

Tales of Law Firm Leadership in Moments of Consequence

Now Available on Amazon

Decisions That Matter explores the five phases of law firm life — formation, growth, sustainability, crisis and closure — through real-life decisions made by law firm leaders in moments of consequence spanning the last four decades. Through the histories of revered, notorious, and sometimes largely unknown law firms, ***Decisions That Matter*** provides law firm leaders the decision-making fundamentals essential in today's disrupted legal services world.

What industry thought leaders say...

This is a “must-read” book for every managing partner and law firm leader. It takes the reader through the evolutionary life cycle of a typical law firm; from formation, to growth, to sustainability, to crisis and, for many firms, to closure. Written in a compelling and engaging style *Decisions that Matter* exposes the big personalities, the guiding principles and the firm cultures that have shaped many of the legal industry's greatest success stories, as well as some of its most spectacular failures. We highly recommend this terrific and thought-provoking work.

— **John Remsen, Jr.**, President and CEO, The Managing Partner Forum

Other than being designed for the legal industry, “*Decisions that Matter*” is a combination of two best-sellers: Jim Collins' classic book on leadership, “*Good to Great: Why Some Companies Make the Leap and Others Don't*” and Stephen Covey's immortal “*7 Habits of Highly Effective People*.” It reads like a novel – or even better, a Michael Lewis book, such as “*Boomerang*,” “*Moneyball*” or “*The Big Short*.”

— **Deborah McMurray**, CEO, Content Pilot LLC

Jillson, Hayse, and Fletcher have crafted a gem of a book, told in an easy-to-digest, hard-to-putdown form. There are numerous lessons that firms could learn from doomed seemingly successful firms, as well as from firms that prospered by taking innovative approaches to complex problems. This book tackles the cradle-to-grave process of managing a law firm, and does so with historical lessons, a little wit, and some powerful examples to support key takeaways.

— **Patrick Fuller**, Vice President, Legal, ALM Intelligence

[**CLICK HERE TO PURCHASE ON AMAZON**](#)