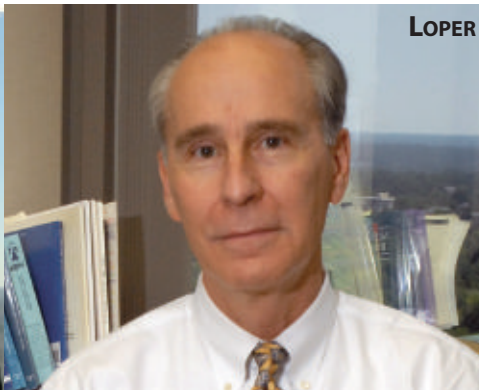


MANAGING PARTNERS AT LAW FIRMS

Meet the high-powered attorneys who lead the Triangle's top 10 law firms



JERNIGAN



LOPER



HARTZOG



YATES



CAMPEN



KAPP



DEMPSTER



JOHNSTON



JOYNER



CLARKE



STRICKLAND

LAW'S A-LIST

Following are the managing partners of the 10 largest law firms, based on the number of Triangle attorneys.

1. **Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan** – John L. Jernigan
2. **Womble Carlyle Sandridge & Rice** – Johnny Loper
3. **Cranfill, Sumner & Hartzog** – Dan Hartzog
4. **Wyrick Robbins Yates & Ponton** – James Yates Jr.
5. **Parker Poe Adams & Bernstein** – Henry Campen Jr.
6. **Williams Mullen** – M. Keith Kapp
7. **Poyner Spruill** – Joseph Dempster Jr.
8. **K&L Gates** – Kent Christison, Mary Beth Johnston (pictured) and Peter Kalis
9. **Kilpatrick Stockton** – Gary Joyner
- *10. **Moore & Van Allen** – Jamie Clarke
- *10. **Young Moore and Henderson** – R. Michael Strickland

*tied

John L. Jernigan

Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan

1

- Age: 67
- Education: J.D., University of North Carolina, 1967; A.B., Davidson College, 1964
- Family: Wife, Ginger; daughter, Lee Ashley Bonfield; son, Frank McKinney Jernigan; grandson, Liam Bonfield
- I am on the following social networking Web sites: While I am not currently participating on social networking sites, I know that many of our lawyers participate in sites appropriate to their clients.

Are job cuts and restrained hiring temporary hiccups or is the Big Law business model completely broken?

Smith Anderson has not experienced job cuts. This is primarily due to the strength of our clients and the financial strength of our law firm.

How have lawyer fees been affected by the current economic environment? Will your firm jettison the billable hour pricing model?

As reported in the media, companies, in an effort to reduce their legal budget, are increasingly moving significant amounts of their legal work from large metropolitan firms to regional firms. We will continue to offer our clients alternative billing arrangements as well as pro-



John Jernigan with his canine companion, Stella.

viding services on an hourly basis.

With profits per partner likely to decline this year, how can you prevent your rain-makers from jumping ship or striking out on their own?

We continue to take advantage of opportunities created by the current economy to hire laterally the best talent available.

What changes are needed in the curriculum at law schools so young lawyers are better prepared for their first jobs?

More practical courses relating to negotiation.

Should associates be paid based on experience at the firm? Or is there a more appropriate compensation model – and if so, what is it?

Seniority is only one of the criteria we use in setting associate compensation.

What impact have support staff cuts or frozen positions had at your firm?

Smith Anderson has not experienced any cuts in staff.

Which upcoming business case rulings, local or national, will have a big impact on the Triangle?

While no particular business case ruling should have an impact on the Triangle, the rate of change is accelerating.

What has your firm done differently this year to drum up new business?

Our firm continues to focus our full attention on servicing the needs of our clients.

■ *My No. 1 wish for the Triangle:* The Triangle continues to grow and prosper.

■ *Favorite vacation spot:* At the beach with my family.