

## CASE STUDY

# LEADING THE LAW FIRM TO AN OPEN AND SHUT SEARCH FOR A TRANSACTIONAL ATTORNEY

## THE CLIENT

A multi-state, East Coast transactional real estate law firm that's developed a strong reputation across 40 years of practice.

## THE ROLE

A Junior Commercial Real Estate Transactions Attorney.

## THE CHALLENGE

Sometimes the market helps educate us and the client - this was one of those searches. We took insight gained from candidate outreach and aggressive marketing to share real-time data and start client conversations around the disconnect between their expectations and the experience of most junior transactional attorneys. The client, a great partner, revised their approach with this data and our insight in hand.

## HOW RHODES WOLFE PARTNERED

Our goal is to help each client fill their specific role, so we dig in. We worked to make the most of the insight gained from 30 days of advertising and outreach to help lead the client to a successful hire. Weekly client check-in calls and scheduled internal search team meetings help ensure we're always working to drive a search forward.

## RHODES WOLFE RESULTS

Once the client agreed with Rhodes Wolfe's suggestions, based on market realities, the search took 15 days to get a signed offer. Over the course of the 45 day search, Rhodes Wolfe presented 4 finalists.

## WE'D LIKE TO PARTNER WITH YOU

We help our clients get talent with our focus on alignment through custom-built searches, pay-you-if-the-search-fails guarantee, and 15-month placement backing. If you need a true partner to work on your searches, [contact us](#).

## From the Search Consultant

It's always satisfying to not only uncover the insight needed to land success but also have a client willing to listen and truly collaborate.



**Region**  
East Coast



**Industry**  
Legal



**Role**  
Attorney



**We Pay You!**  
If we don't fill the role



**Placement Guarantee**  
15 months