

Law Firms Leadership List®

who's who in the management of the leading U.S. law firms

The Law Firms Leadership List® provides direct access by mail, telephone, and fax to over 20,938 attorneys and law firm administrators, all with management responsibilities, at 837 of the leading U.S. law firms, including their branch offices and subsidiaries.

The Law Firms Leadership List® is updated semiannually with information from each newly published edition of the *Law Firms Yellow Book*. Leadership Directories' editorial staff verifies all information in all listings in the *Law Firms Yellow Book* directly with each organization listed, prior to publication of each semiannual edition.

The Law Firms Leadership List® offers a wide range of selections to help you target your mailing or marketing campaign. Consultation with our account executives will help you to select only the names you need.

The Leadership Lists® Guarantee

We guarantee that the information in our lists is current and accurate, and that the addresses are deliverable up to the date that the list is updated. We will reimburse mailers for postage on returns upon receipt of cancelled mail.

Law Firms Yellow Book

Selects	Count
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Total Count (deduped)	21,399
Total Count with Phone (deduped).....	21,399
Total Count with Phone and Fax (deduped)	18,741
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Job Function	Count
Administration	2327
Court Administration	73
Paralegal Services	73
Office Manager	118
Administrative Support	1391
Executive Secretary, Assistant	1109
Litigation Support	223
Archives, Records	53
Business Development, Strategic Planning	197
Chief Marketing Officer	86
Client Services, Relations	125
Communications, Public Relations	104
Community Service, National Service, Volunteerism	312
Pro Bono Services	312
Computers, Information Systems	1001
Computer Networking	20
Webmaster	253

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Updated Quarterly January, April, July and October

Total Count of Names **21,399**

Mailing List \$0.19/name

Includes name, title, and complete mailing address.
File may be used only once.

Minimum Order **4,000 names (\$760)**

Contact List \$0.36/name

Includes name, title, complete mailing address, telephone number, and fax number. File may be used for one year.

Minimum Order **2,000 names (\$720)**

E-mail List \$0.42/name

We'll send your e-mails for you and provide reports on click-through and open rates. Opt-in and CAN-SPAM compliant.

Minimum Order **2,000 names (\$840)**

Names from all Leadership Lists® can be combined to reach the minimum order.

M=Per thousand names, F=Flat charge, N/C=No charge

Selection Categories

Job Function	N/C
Job Title	N/C
Leadership Status	N/C
Attorney Specialty Area	N/C
Organization Type	N/C
Firm Practice Area	N/C
Gender	N/C
State, SCF, or Zip	N/C

Services

Key coding

Labels

4-up Cheshire labels

Electronic File Format and Delivery

Electronic file formats available include comma separated text (.txt) or Microsoft Excel (.xls.). Please specify preference.

Diskette, CD-ROM, or cartridge

E-mail or FTP

Please allow 3-4 business days for your order to be processed.

Shipping

Shipping charges apply to purchase of labels, magnetic tape, diskette, CD-ROM, and cartridge. Please specify preference.

FedEx Standard

FedEx 2-day

FedEx Priority Overnight

Requirements

Sample mailing piece or telemarketing script, prepayment for first-time orders, and signed order confirmation and list rental agreement.

Discounts

50% discount off base price on additional sets of labels. 20% commission to recognized brokers.

Job Function - continued

Conciliation, Conflict Resolution, Mediation	34
Alternative Dispute Resolution, Arbitration	33
Diversity Affairs	367
Finance	815
Accounting	117
Billing	12
Budget	194
Government Affairs	35
Legislative Affairs	18
Human Resources	2170
Benefits	48
Professional Development, Training	453
Associate Development	61
Recruitment	1190
Legal Recruiting	203
Law Firm Committee Member	4363
Law Firm Committee Chair	871
Law Firm Network Contact	16
Legal Affairs	15814
Attorney	15813
Litigator	1017
Librarian, Information Services	948
Marketing, Sales	608
Meetings, Events, Conferences	237
Operations	284
Political Action Committee (PAC) Contact	44
Political Action Committee (PAC) Treasurer	19
Private Client Services	16
Purchasing, Procurement	45
Real Estate	161
Facilities, Building Management	161
Technology	623
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Job Title	Count
Chairman	1109
Chief Administrative Officer	32
Chief Executive Officer	110
Chief Financial Officer	176
Chief Information Officer	98
Chief Operating Officer	176
Chief Technology Officer	20
Controller	192
General Counsel	201
Partner	4466
Treasurer	55
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Leadership Status	Count
Head of Administration	683
Head of Department	15
Head of Finance	461
Head of Information Systems	11
Head of Main Organization	871
Head of Office	2634
Head of Operations	135
Head of Practice Area, Department	15
Head of Subsidiary	16
Head of Technology	638
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Attorney Specialty Area	Count
Advertising	13
Antitrust, Competition	102
Arts, Culture, Entertainment	53
Aviation	23
Banking	191
Credit	83
Business	1015
Franchising	26
Commerce, Business Affairs, Economics	190
Communications, Public Relations	63
Computers, Technology	159
Internet	32
E-Commerce	20
Technology	122
Conciliation, Conflict Resolution, Mediation	13
Alternative Dispute Resolution, Arbitration	13
Construction	136
Criminal Justice	31
Criminal Defense	31
Education	50
Employment, Labor	725
Benefits	186
Retirement	29
Employee Retirement Income Security	
Act (ERISA)	29
Workers' Compensation	56
Energy	111
Oil and Gas	14
Environment	400
Natural Resources	56
Waste Management	30
Toxic Waste	30
Estates and Trusts	297
Ethics	34
Family	56
Finance	1520
Bankruptcy	267
Exchanges and Markets	251
Securities	241
Investments	15
Mergers and Acquisitions	83
Public Finance	62
Taxes	434
Venture Capital	15
Food and Drugs	33
Government	94
Municipal Issues	43
Government Affairs	106
Government Contracts	41
Health	296
Health Care	287
Homeland Security	18
Immigration	47
Insurance	247

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Attorney Specialty Area - continued

Law	7060
Administrative Law	41
Appellate Law	105
Corporate, Business Law	2346
Criminal Law	67
Family Law	61
Intellectual Property	413
Trademarks	11
International Law	193
Liability	258
Product Safety, Liability	144
Professional Liability	107
Litigation	1180
Personal Injury	34
Probate	24
Torts	98
Law Enforcement	66
Crime	66
Media	47
Nonprofit, Philanthropy	38
Pharmaceuticals	27
Biotechnology	16
Private Client Services	14
Public Administration	10
Real Estate	590
Land Use	82
Regulatory Affairs, Compliance	72
Science	48
Sports	30
Telecommunications	11
Trade	75
International Trade	30
Transportation	83
Maritime	32
Utilities	42

Organization Type	Count
Law Firm Network	17
Law Firms	25162
Law Firm Affiliates	19
Law Firm Branch Offices	4897
Law Firm Subsidiaries	87
Lobbying Firms	10637

Firm Practice Area	Count
Advertising	1292
Aerospace	1504
Agriculture	876
Animals	169
Antitrust, Competition	11119
Arts, Culture, Entertainment	3837
Aviation	3534
Banking	11785
Commercial Banking	126
Credit	5382
Consumer Credit	70
Mortgage Banking	81
Business	20285
Franchising	3149
Civil Rights	722

Commerce, Business Affairs, Economics	8981
Communications, Public Relations	5022
Computers, Technology	11191
Internet	4733
E-Commerce	3708
Technology	7341
Conciliation, Conflict Resolution, Mediation	6418
Alternative Dispute Resolution, Arbitration	6359
Construction	11353
Consumer Affairs	158
Criminal Justice	3091
Criminal Defense	3072
Defense	214
National Security	158
Education	3246
Elections	16
Employment, Labor	22344
Benefits	12968
Labor	316
Retirement	3847
Employee Retirement Income Security Act (ERISA)	3847
Workers' Compensation	3336
Workplace, Career Issues	651
Occupational Safety and Health (OSHA)	651
Energy	7930
Oil and Gas	1466
Environment	19328
Climate Change, Global Warming	128
Natural Resources	2816
Waste Management	2364
Toxic Waste	2230
Estates and Trusts	15576
Family	3015
Finance	21745
Bankruptcy	15697
Commercial Finance, Leasing	412
Commercial Lending	87
Exchanges and Markets	12374
Bonds	359
Capital Markets	723
Commodities, Futures	213
Securities	12141
Investments	996
Leasing	718
Mergers and Acquisitions	7377
Public Finance	4512
Taxes	18968
Venture Capital	1786
Food and Drugs	2284
Gaming	364
Government	4894
Municipal Issues	3006
Government Affairs	8323
Legislative Affairs	2307
Lobbying	334
Government Contracts	3746
Health	16090
Health Care	15784
Health Care Facilities	36
Medical Malpractice	14
Homeland Security	683

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Firm Practice Area - continued

- Hotels, Motels, Resorts, Casinos 791
- Housing 95
- Immigration 5011
- Insurance 12894
- Law 24976
 - Administrative Law 2736
 - Appellate Law 8633
 - Constitutional Law 232
 - Corporate, Business Law 23511
 - Criminal Law 4349
 - Family Law 4090
 - Intellectual Property 19567
 - Copyrights 2042
 - Patents 2378
 - Trademarks 2419
 - International Law 12053
 - Liability 12119
 - Product Safety, Liability 10667
 - Professional Liability 6716
 - Litigation 23532
 - Personal Injury 2371
 - Probate 3101
 - Torts 6355
- Law Enforcement 5686
 - Crime 5686
- Manufacturing 69
- Marketing 632
- Media 3444
- Metals, Mining 70
- Minority Affairs 800
 - Native American Affairs 708
- Nonprofit, Philanthropy 3177
- Pharmaceuticals 2243
 - Biotechnology 1671
- Private Client Services 1231
- Public Administration 220
 - Public Policy 218
- Real Estate 20985
 - Eminent Domain 1244
 - Land Use 5161
- Regulatory Affairs, Compliance 4542
 - Licensing 331
- Rental, Leasing Services 273
- Science 5423
- Sports 3019
- Telecommunications 2142
- Trade 7401
 - International Trade 3331
- Transportation 6642
 - Maritime 3052
- Utilities 3980
 - Water Utilities 151

Gender	Count
Female (deduped)	7,374
Male (deduped)	14,004