

## To Secure Our Rightful Place: Just Keep Your People Trained, My Friends

By [Carla Landry](#) on December 20, 2022

As we close out the year, the sound of holiday music surrounds us. We thought there couldn't be a more fitting way to usher in 2023 than with a favorite song.

Auld Lang Syne was originally written by Robert Burns in 1788 and put to music ever after. Although many (many) think that auld lang syne means old acquaintance, the words more closely translate to times gone by. The year has certainly passed quickly, as always, and we've made good strides with Legal Project Management (LPM) over this time. So, we've put out our own version of Auld Lang Syne.

If you can't hold a tune (I can't) or you don't know a chorus from a verse, have mercy on your office (or house) mates and just read it as prose. But we can't fault you if you want to sing badly and off-key. Click [here](#) for a slightly quirky musical accompaniment (you might need to hit repeat to cover all the verses).

### **To Secure Our Rightful Place** (to the tune of Auld Lang Syne)

Should past transgressions be forgot  
As we forge ahead with grace  
There's LPM to save the day  
And secure our rightful place

Firms may have grumped and grouched a bit  
"Our clients want our soul"  
But they only want transparency  
Not to leave us in a hole

#### *Chorus:*

Just keep your people trained, my friends  
In the ways of LPM  
Your clients will surely thank you all  
And you'll profit more from them

Should past transgressions be forgot  
We'll secure great profits for all  
When clients win, law firms will, too  
And you'll prosper standing tall

Your clients want to know what's up  
It's what their bosses demand  
For they're the ones responsible  
For managing to plan

*Chorus:*

Just keep your people trained, my friends  
In the ways of LPM  
Your clients will surely thank you all  
And you'll profit more from them

So say goodbye to firms that lag  
Who will never beat the crowd  
The troglodytes keep plodding along  
Super smug and oh so proud

We're sad to say their time is done  
As the alts have them for lunch  
Resist they might but one by one  
They will feel the sucker punch

*Chorus:*

Just keep your people trained, my friends  
In the ways of LPM  
Your clients will surely thank you all  
And you'll profit more from them

How do we keep our law firms strong  
Amidst all the rapid change  
We do what our founders endorse  
That is learn to rearrange

Firms surely did complain a bit  
And partners most of all  
But the end result is worth the pain  
No more awkward client calls

*Chorus:*

Just keep your people trained, my friends  
And you'll soar past the rest  
We'll raise a glass to LPM  
And a year fit for the best

## **Happy New Year!**

It has been our pleasure to help you with your LPM efforts in 2022. As always, we look forward to continuing to assist you to make your firm and your practice groups sustainable for the future. We wish you health, wisdom and prosperity in the New Year.