

## 'Twas the Night Before Christmas ~ An Ode to Law Firm Leadership

By [LawVision](#) on December 2, 2014

*'Twas the night before Christmas, when all through the firm  
Not a partner was joyful, the Chair bleakly confirmed.  
Invoices were sent out to clients with care,  
In hopes that swift payments soon would be there.*

*The associates were nestled all snug at their desks,  
While visions of partnership danced in their heads.  
And the Chair in her office with me there in a snap,  
Had started to talk of a calm year-end wrap.*

*When out in the hall there arose such a clatter,  
I sprang from the desk to see what was the matter.  
Away to the window we flew like a flash,  
Hoping it might be some last minute cash.*

*The moon on the buildings and new-fallen snow  
Gave the luster of profits from years long ago.  
When, what to our budget-weary eyes should appear,  
But all signs ahead of a great coming year.*

*With economic drivers, so lively and quick,  
We knew in a moment it won't be a trick.  
More rapid than eagles these levers they came,  
And we whistled, and shouted, and called them by name!*

*"Now leverage! Now, bill rates! Now, productivity gains!  
On, pricing! On, talent! On, inefficiency disdain!  
Innovation and teamwork are our ultimate goals,  
With all lawyers knowing their duties and roles."*

*As dry leaves that within a wild hurricane fly,  
When they meet with an obstacle, soar to the sky.  
So up in the rankings our law firm will rise,  
With a nod from the press in a thrilled partnership's eyes.*

*And then, in a twinkling, we heard in the wings  
Cynical lawyers who doubted the need for "new things."  
As we drew in our heads, and were turning around,*

*The change-averse partners appeared with a frown.*

*"To all of this talk I must put down my foot,  
An end to the skeptics," our Chair quickly did put.  
"Profitability," she said, "we must carefully track,"  
Already knowing too well she'd come under attack.*

*Her eyes-how they twinkled! Her dimples how merry!  
Her determination was certain, those doubters she'd bury!  
Her mentor's success she would not fall below,  
How determined, she was, to make PPP grow!*

*The challenge of success in the new business of law,  
Is a test that the Chair will address without flaw.  
After gaining success to the bar she will belly,  
No need for her partners to eat PB & jelly!*

*She had no desire for awards on her shelf,  
And I laughed when I saw her, in spite of myself!  
A wink of her eye and a twist of her head,  
Soon gave me to know they had nothing to dread.*

*She spoke not a word, but went straight to her work,  
And tracked the right metrics, then turned with a jerk.  
"It's time to move forward and I'll lead the way,  
Let's move the firm forward to a stronger new day."*

*She sprang from her office, to her team gave a whistle,  
And away all doubts flew and continued to fizzle.  
But I heard her exclaim, 'ere she drove out of sight,  
"The future is bright, and to all a good-night!"*