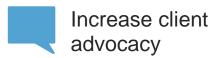
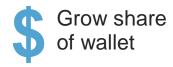


### **Acritas Stars**

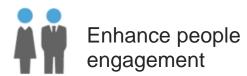
Our analysis of over 4,300 client interviews and corresponding law firm data has shown stand-out lawyers substantially:











Increase profits per partner (PPP)

You will be amazed at the magnitude of the impact these stand-out lawyers have on the firm as a whole, and further analysis has shown that the more Acritas Stars clients identify, the bigger the impact gets.

## Acritas Stars at Hogan Lovells

Your clients have nominated the following lawyers as stand-out during our Sharplegal study:

Christian Di Mauro

Michael J. Silver

Jörg Schickert

**Omar Guerrero Rodríguez** 

**Richard Schaberg** 

Tom Whelan

Tanja Eisenblätter

**Eduardo Ustaran** 

Mark J. Eagan

**Luis Enrique Graham** 

**Nicholas Cheffings** 

**Patrick Mittmann** 

Gregory F. Parisi

Clifford D. Stromberg

**Charles Brasted** 

**Cate Stetson** 

Daniel E. González

**Christoph Wünschmann** 

# Acritas

Christopher Hutton Terence Wong

Adam K. Levin Elisabethann Wright

Agnes P. Dover John P. Duke

Andrea Atteritano Katie Banks

Andreas Von Falck Dr. Andreas H. Meyer

Antonio Di Pasquale Nick Atkins

Elizabeth M. Donley Nirali Patel

Ed Bowyer Alan Bonfiglio

Ina Brock William "Skip" Fisher

Helen R. Trilling Carine Stoick

Francesca Rolla Timothy Hill

Gary Jay Kushner Stuart A. Barr

Patrick Ayad Thomas L. McGovern

Paul Chaplin Rod Freeman

Logan M. Breed Roberta Downey

Luca Picone Robert J. Waldman

Matthew Johnson Rupert Shiers

Michael W. Snow Robert Gago

Juergen Johannes Witte Ricardo Pons Mestre

Julian Fischer Richard E. Climan

Jon Layman Wolfgang Kircher

Jeffrey G. Schneider Albert Shin

Martin J. Hahn John Beckman

Dr. Dietmar W. Helms Tom Brassington

Dr. Sebastian Polly Kathryn Hellings

Steven McEwan Detlef Hass



Jeffrey Greenbaum Neal Katyal

Oxana Balayan Mitchell Lazris

Tim Goggin Casto Gonzalez-Páramo Rodríguez

Jan Buschmann Asher Rubin

Mark Parsons Dominique Mendy

Claudette Christian Mark L. Heimlich

Jacky Scanlan-Dyas Jamie Bofill

Carl Chiappa Laurent Gouiffès

Deanna Wong Cole Finegan

Sean Keely Regina M. Rodriguez

Richard Lorenzo Silvia Bauzá

Oliver Armas Stéphane Huten

M. Jorge Yañez Thomas Rouhette

René Arce Lozano Winston Maxwell

Filippo Andrea Chiaves Joaquin Ruiz Echauri

Bruce Gilchrist Kelly Tubman Hardy

Francesca Lauro Glenn Campbell

Stephanie Gold Santiago Garrido de las Heras

**Charles Fuller** 

### Acritas Stars: Stand-Out Talent Survey in January 2018

In January, we are conducting our second annual global study of more than 8,000 Acritas Stars. The aim is to refresh and deepen our understanding of what makes these people such successful lawyers, and we want to survey as many as possible of your nominated stand-out lawyers. The web survey will take less than 10 minutes of their time.





Confidentiality of responses is of the upmost importance to us. We will always ensure that the responses of an individual are not identifiable, either directly or indirectly, in any outputs; only aggregated findings are reported on and any sub-group analyzed must contain a minimum of 25 responses. We will also not share results from your firm's lawyers at an individual firm level to any other firm, only putting together peer group firms and showing anonymized best and worst performers.

#### Free "What makes Star lawyers stand out to clients" presentation

If more than half of your Acritas Star lawyers take part, as a thank you for their time, we would like to offer your firm a valuable presentation where we will share our insights into what makes lawyers stand out to clients.

It may be a surprise to hear that firms differ from their clients in their views of who their stars are. Of course, the key finding is that it's the client-rated stars who help to drive the profit performance of the firm – and who make a massive difference to the number of advocates the firm has, as measured through the net promoter score.

Acritas has also been exploring what it is about firms' management and the motivational environment they create that means they have been able to develop, attract and retain stars.

