



M&A Activity in the Legal Sector

One of the biggest challenges for small law firms is the attraction and retention of staff, so organic growth is not an option for many firms and yet recent surveys have shown that more than half of small law firms are in growth mode.

A Lexis Nexis survey asked small firms about growth through M&A and 16% said it was part of their current growth strategy. A recent HSBC survey of larger firms stated that 92% are planning to grow nationally or internationally through acquisition and a survey by Acqira found 47% of UK law firms are considering M&A.

9 December 2022 this was a quote on Amazon about Mergers With the Benefit of Hindsight.

"I wished this book had been in existence before my firm went through its two mergers to date, as I would have learned so much, particularly from the experiences of others who had gone before me.

Anne Harnetty's book is grounded in common sense and is very practical. The quotes from Managing Partners and others throughout the book are incredibly insightful and reveal some of the benefits of merging when it is done well and many of the scars and war wounds of not doing it well.

I would recommend any Managing Partner of a professional services firm which is considering merger as part of its strategy to read this book before doing anything else. It is an easy read and not too long."

If you would like to buy the book it is available on Amazon and Brown Dog Books. If M&A is something you would like to discuss please get in touch.