

WINNER

Neville Eisenberg

**MANAGING PARTNER,
BERWIN LEIGHTON PAISNER**

Increasing profitability, lateral hires, tenacity

Under Neville Eisenberg's leadership, Berwin Leighton Paisner has been transformed from a sleepy real estate practice to a full-service City firm that is the envy of its peers.

Eisenberg was elected leader in 1999 with an ambitious strategy to build a balanced firm with equal real estate, corporate and finance capability. The idea was to maintain the real estate team's market-leading position, while increasing international work, and growing profitability. In 2004 there was no longer any doubt that Eisenberg was delivering: turnover surpassed £100m, and average equity partner profits are set to exceed £500,000 during this financial year. Furthermore, 15 lateral hires joined from some of the UK's finest firms.

As if that were not enough, Eisenberg also embarked on a strategic review of the firm, with more than 100 task forces set up in mid-2003 to do a bottom-up assessment of what could be done better. David Battiscombe, a real estate partner who joined BLP from Finers Stephens Innocent, says: 'Neville has succeeded in embedding a firm-wide "can-do" culture that is bearing fruit in every direction.'



(L to R): Ian Hislop, Neville Eisenberg, and Dominique Graham of Graham Gill

HIGHLY COMMENDED

**DAVID CHILDS, CHIEF OPERATING OFFICER
Clifford Chance**

When David Childs was appointed COO at Clifford Chance in 2003, he brought a new dynamism to the firm's management. Not afraid to take tough decisions, he has reinvigorated a firm too easily weighed down by overheads. His ability to reverse a profit decline and an image problem that threatened to destabilise the world's first £1bn law firm cannot be underestimated.

**PENNY FRANCIS, MANAGING PARTNER
Lawrence Graham**

Lawrence Graham does not court the limelight, but under Francis's leadership it has been transformed into a real success story of the so-called mid-tier. Ranking 33rd

**JONATHAN GOLDSTEIN,
CHIEF EXECUTIVE OFFICER
Olswang**

Goldstein took the reins at Olswang in 1998, aged only 32. After navigating through a remarkably lucrative TMT boom, he has since diversified the practice to deal with the technology slump. His business acumen is unquestionable, with acquisitions from DJ Freeman and Garretts driving turnover and profit growth. At the same time he remains one of Olswang's biggest rainmakers.

**SIMON BESWICK, MANAGING PARTNER
Osborne Clarke**

Osborne Clarke was struggling when Beswick took the reins from Leslie Perrin in 2003, but he did not shy away from the challenge. Managing to combine taking tough decisions with a reinvigoration of the firm's talented lawyer resource, Beswick drove Osborne Clarke to a 30% growth in PEP in his first year, while a move into new space in London has re-energised a practice that risked stagnation before Beswick's arrival.

**DREW SCOTT, LONDON MANAGING PARTNER
Sidley Austin Brown & Wood**

When Sidley & Austin merged with Brown & Wood in 2001, the London office was but a bit-player in a global deal. Overnight, Scott found himself at the helm of one of the largest finance practices in the City, and one which could now challenge the Magic Circle. He has since delivered two consecutive years of double-digit revenue growth for the office, and attracted a series of first-rate lateral hires.

'Neville has succeeded in embedding a firm-wide "can-do" culture.'

David Battiscombe, Berwin Leighton Paisner

by turnover in the *Legal Business 100* but 17th by partner profits, Francis has engineered a steady growth in the bottom line by a determined focus on the firm's strengths. In 2004 she secured a fantastic deal on new office space at More London, setting Lawrence Graham up for an ever-brighter future.

A stylized illustration of a bird with a white body, a blue beak, and a large, curved, reddish-brown crest. The bird is perched on a large, solid red circle. The background is a solid yellow color. The bird's crest is composed of several curved lines, each ending in a small black circle. The bird's body is white with black spots and a red patch on its wing. The beak is blue with a black tip. The legs are black with three-toed feet.

GRAHAM GILL

Congratulations!

We would like to offer our warmest congratulations to all winners of The Legal Business Awards 2005 – and especially to the finalists and the outstanding winner of our sponsored award 'Management Partner of the Year', Neville Eisenberg of Berwin Leighton Paisner.

Our own market intelligence and dedication to what we do means that the results we achieve for partners, teams, assistants, legal IT and senior support professionals, in private practice or in-house, are unrivalled. And, not least, you will find us a pleasure to deal with.

Mergers

Partners & Teams

Associates

In-House

Legal IT

Professional Support Management