

Westlaw Today

Spring 2009: Summer Associate Issue

Current news about Westlaw and legal industry trends

Focus: Tackling the Job Market



Stand out from the crowd

With more law students and graduates chasing a shrinking number of law-related jobs, it's increasingly important to distinguish yourself from other job seekers. There are many ways to demonstrate to potential employers that you would add value to their organizations—and we don't mean highlighting your grade point average.

Legal marketer Susan Saltonstall Duncan encourages new lawyers to consider distinguishing themselves by developing "niche expertise" in particular industries or practice areas. Duncan even provides a short checklist for identifying, monitoring, and responding to emerging areas. [Susan Saltonstall Duncan, *Build a Niche Expertise*, 29 LAW PRAC. MGMT., May/June 2003, at 53.](#)

As law firm partner Browning Marean explains, lawyers can also add value by mastering the various technologies that are available for law practice. For example, Marean suggests that lawyers familiarize themselves with knowledge management systems, spreadsheet applications, electronic discovery tools, and case analysis software, among other resources. [Browning Marean, *Associate Technology Challenges: A Snapshot of Need-to-Know Applications*, 33 No. 3 LAW PRAC., April/May 2007, at 46.](#)

Publish or perish? A *National Law Journal* article says that one way a summer associate can stay visible and connected to the firm is to co-author articles with a partner at the firm. Such projects help the associate better understand clients, develop meaningful connections to the individual evaluating the associate's work, and relieve the partner of client development

burdens. [Ari Kaplan, *Summer Associates Can Write Their Way to Success*, NAT'L L. J., June 4, 2007, at S3.](#)

To retrieve more articles on tackling the job market, search the Legal Practice Database (LAWPRAC) on Westlaw.

Lawyers can also add value by mastering the various technologies that are available for law practice.

Welcome to Westlaw Today – a newsletter designed to keep you informed about new Westlaw® and industry trends. We think you'll find that this quick-read newsletter is a convenient asset that will help you improve your research efficiency and keep your practice running smoothly.

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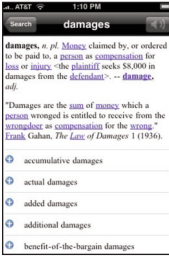
Hot Products and Features

For more information about these products and features, contact your West account manager.

Black's Law Dictionary for the iPhone or iPod: meanings on the go

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Black's Law Dictionary, Eighth Edition—the preeminent legal reference for lawyers, law students, and laypeople—is now available via your iPhone or iPod. This new application offers clear and accurate definitions for thousands of legal terms, as well as audio pronunciations, links to *Corpus Juris Secundum*®, the West Key Number System®, and full-text sources on Westlaw.



Customizable Westlaw—a higher level of flexibility

It's easier than ever to build and rearrange content and tools at some Westlaw tabbed pages.

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Westlaw PeopleMap—people and connections at a glance

This tool reveals—in text and graphical view—a range of public records connected to a person.

Westlaw PeopleMap is the dynamic investigative tool that retrieves public records (including current and previous addresses, real estate transactions, court filings, licenses, voter registrations, and asset records) related to an individual and instantly maps the connections for you in a graphical display. You can then choose to add or delete record types from the display and view the source documents that are most important to your investigation.

WESTLAW
PEOPLEMAP



West Headnote of the Day

You can view the current day's headnote online at west.thomson.com (click **Email Sign Up** at the top of the page, then click **West Headnote of the Day**). You can also sign up to have the headnote e-mailed to you each business day.

- 45 Attorney and Client
- 45IV Compensation
- 45k146 Contingent Fees
- 45k148 Construction and Operation of Contract
- 45k148(3) k. Amount of Fee.

In determining reasonable fees for attorneys, great weight would be given to contingent nature of fees with accompanying risk that stupendous labor and substantial overhead and expense might go for naught.
Perlman v. Feldmann, 160 F.Supp. 310 (1958)



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