

Herding Cats

By Gerry Riskin

The bestselling handbook for managing partners and practice group leaders.

“This work is an arrow to the heart of the leadership matter. In the competitive environment faced by professionals today, classic management styles of the past simply do not work anymore. This incredibly pragmatic work by McKenna and Riskin is not only valuable, but crucial. If there is a more useful or practical view of the situation than you or I might have thought of, you can bet that these two will have found it — and you will find it in this comprehensive spectrum of leadership guidelines for the professional practitioner. Any firm leaders who do not learn what is in this handbook can expect to be surpassed in the marketplace by those who do.”

—Bruce Marcus, author of *Competing for Clients*

“*Herding Cats* is both profound and practical. There exists no better guide to influencing and leading professionals. This is must-reading.”

—David Maister, author of *Managing the Professional Service Firm*, *True Professionalism*, *The Trusted Advisor* and *Practice What You Preach*

“When I first received *Herding Cats*, I put it aside for vacation reading. When I picked it up again, I read it from cover to cover and said, ‘WOW! What great ideas and thoughts.’ I immediately ordered a copy for each of our department chairs and practice group leaders. For me, the most powerful idea in the publication is ‘Focusing on Innovating — Not Fixing.’ This single idea has changed the way we manage our firm.”

—John S. Oyler, Managing Partner, McNees Wallace & Nurick

“This handbook is just the ticket for busy Management Committee lawyers in the firm — a quick read but far from shallow. More like a fast, cool dip in the deep end — and just as refreshing.

—David Cruickshank, Director of Professional Development, Gowling Strathy & Henderson

“After I finished reading *Herding Cats*, I did what any good leader would do: I ordered 30 more copies for our practice groups. You will not find as much wisdom and experience about law firm management in any other single place.”

—Joseph V. Walker, President & Chief Executive Officer, Plunkett & Cooney

“You must have been spending considerable time in our office to be aware of so many of the issues that affect us. I ordered multiple copies of *Herding Cats* to circulate among my partners, which lent the voice of authority to many of the decisions made. For a relatively small volume, there is considerable content and substance.”

—Robert Cohen, Managing Partner, Blaney McMurtry Stapells Friedman

“*Herding Cats* succinctly presents basic management and leadership principles that are all too often forgotten. It is an easy and quick read and probably should be read a few times a year by anyone who leads a law firm or a practice group within a law firm.”

—Lawrence Gerber, Managing Partner, McDermott Will & Emery

“I certainly enjoyed reading your original publication of *Herding Cats* and I must confess I have heard it more accurately described recently as more akin to ‘herding tigers.’ I feel that your publication brings together in a clear and concise manner some of the fundamental issues that face those involved in managing professional service firms.”

—John Churchill, Managing Partner, PriceWaterhouseCoopers Australia

“Forget the latest business blockbuster and the management theory-of-the-month club. *Herding Cats* has more practical, useful information on leading a professional service firm than anything I have come across in years. It is a half-hour reading investment that pays off with a recommitment to innovation, communication and true leadership.”

—William L. Matthews, Managing Partner, Plante & Moran CPA, LLP

“A number of our practice leaders have shared *Herding Cats* with both their clients and the professional staff in their offices. The

book provides many helpful 'compass' guidelines that allow leaders to set their courses and navigate their way through critical practice leadership issues. The partners in our group found *Herding Cats* to be uniquely on point in addressing their needs as leaders in a highly-matrixed, consultative, professional services organization."

—R. Todd Rossel, National Director of Human Resources, Management Solutions & Services, Deloitte & Touche, LLP

"*Herding Cats* has been a real hit and an inspiration! Your insights cut across the spectrum of human nature, giving something of value to every reader."

—Donald J. Figura, Managing Partner, Wolf & Company CPA

"Leadership is a critical issue in today's professional services company. As firms move to a more corporate environment, the advice and commentary in *Herding Cats* is not only essential, but helps the firm leader maintain perspective. It is a must-read for every practice leader."

—Jim Fitzpatrick, Partner, McGladrey & Pullen and Director of the McGladrey Network

Price: \$ 9.95 Sold Out

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