

# LFVA On The Move

An Update & The Low Down From LFVA  
October 2012



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Message

## Ottimo Cibo, Musica Rilassante, e Grande Conversazione

Our fall happy hour at [Bibiana Restaurant](#) at 12th & H Sts., NW, was a combination of great Italian fare, relaxing music and great conversation with many of our friends from the area's top law firms. It was difficult to limit one's intake of the grilled artichokes hearts and risotto balls, as well as resist seconds and thirds from the array of Italian entrée's that made up the large buffet. Did we mention the delicious Italian food? Definitely worth a trip back for lunch and/or dinner.



Left to Right: Beth Fowler/ Robbins Russell; Jill Hirsch/  
Slevin & Hart, PC; Lisa Hoesch and Janeanne Gorman/  
Wilkinson, Barker, Knauer, LLP; Katie Hoesch/ ALA  
Capital Chapter



As we complete the third quarter of 2012, we could reflect on what has been, or we could continue to look towards a brighter future. General business has been steady if unspectacular, changes in the law firm arena have been interesting and often surprising (to say the least), and our day-to-day lives seem to stall at times. And yet while we worry and fret over the cost of gas and milk, the country continues to ask young men and women to face difficult and dangerous situations throughout the world in order to help preserve our way of life. Kind of gives one pause doesn't it?

So tonight when you sit down to dinner or tomorrow when you're stuck in traffic or next week when you



Left to Right: Tim Neary/ Buckley Sandler, LLP; Karin Magness and Craig Guice/ SAGE



Left to Right: Cheryl Flynn/ Cadwalader; Mike Miller and Dave Parikh/ Washington Express; Laura Raphael/ Cadwalader

face another mortgage payment, please take a moment to thank the current members of the armed forces and veterans for their dedication and their resolve.

Sincerely,

*Jim*

James H. Durfee, President  
Law Firm Vendors Association

KEENFest  
2012-  
20th  
Anniversary  
Gala



LFVA is proud to be a sponsor of KEEN's 20th Anniversary Gala - KEENFest 2012!

This year's event will be held on November 3, 2012 at the Capital Hilton, Washington, DC. Hosted by ABC News "Nightline" anchor [Terry Moran](#) and with entertainment provided by the [Morrison Brothers Band](#), it promises to be an exciting event! The evening will include a reception with silent auction.



Left to Right: George Nicholson/ SAGE; Sharon O'Meara/ Dickstein Shapiro, LLP; Steve Dempsey/ Sidley & Austin, LLP

View our photos on [flickr](#)

## LFVA Member Highlight



**Law firms are facing what corporate America has been experiencing for years: to compete successfully, they have to change.**

Unprecedented market pressures, demographic shifts and globalization have created turmoil and also great opportunity - which will take more than just cost-cutting to seize. Gensler has been studying the profound changes taking hold of the legal industry and recently published a report on our research: [Substance Over Status: Justifying Change](#).

Our report explores the trends, challenges and opportunities facing

dinner, live auction, raffles and awards ceremony.

Click [here](#) for the invitation and [here](#) to purchase tickets.

[KEEN](#) is a national, nonprofit volunteer-led organization that provides one-to-one recreational opportunities for children and young adults with developmental and physical disabilities at no cost to their families and caregivers.

**ALA  
Capital  
Chapter  
Announcements**

**BOO! at the  
W**

October 30,  
2012

6:00pm -  
10:00pm

W Hotel  
515 15th St.,  
NW

Washington,  
DC 20004

Free to  
members;  
sponsors by

law firms and presents evolutionary and revolutionary ideas for how legal workplace design can accommodate the needs of this permanently-shifted business climate. The Wall Street Journal extensively sourced Gensler's research in their July 15, 2012 article "*Law Firms Say Good-Bye Office, Hello Cubicle.*"

We hope the report is both timely and compelling as you consider the new ideas that will take your firm into the future with confidence.



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invitation only.

Click [here](#) to register or for more information.