



April 2015

***Law360* Interviews Sabina Lippman on Ways to Win the Lateral Hiring War**

In the *Law360* article, “6 Ways to Win the Lateral Hiring War”, Co-Founder [Sabina Lippman](#) discusses how law firms can attract lateral hires in a bustling legal market. In the article, experts provided several tips on how to differentiate a law firm during the hiring process, including knowing the strengths of the firm, avoiding buzzwords, crafting an appropriate salary, maintaining honesty throughout the interview process, making a personal connection and following through with promises. “The best talent is likely considering a handful of firms that have similar financial metrics and gilded reputations,” said Ms. Lippman.

Ultimately, “there needs to be something a little bit special,” she adds.