



ATTORNEY SEARCH

QUICK

Reference Guide to Practice Areas



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Banking & Finance
Corporate Practice
Intellectual Property Law
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dear Readers,

As part of BCG Attorney Search's ongoing commitment to bringing you the best legal intelligence possible, we offer you BCG Attorney Search's Quick Reference Guide to practice areas.

Whether you are a recruiter, recruiting coordinator, or an attorney candidate, deciphering the myriad ways law firms characterize their practice areas and their calls for attorneys or categorizing candidates' backgrounds can pose a challenge. Based on our recruiters' years of experience, this guide is designed to be an easy tool to aid you in solving those riddles.

We know that each firm will have its own wrinkle on practice area descriptions. But by providing 10 top-level practice area descriptions, each with relevant subset practice area details, the guide aims to help everyone see the overall lay of the land and, as such, be better able to determine exactly what skills a firm desires for a specific position or which candidate has the experience that the client seeks.

We hope you enjoy our material and find it useful. As always, we welcome any comments or questions you may have about the guide or other aspects of our industry and look forward to our continued partnership with you.

Best regards,

A handwritten signature in black ink, appearing to read 'A. Harrison Barnes', written in a cursive style.

A. Harrison Barnes





Bankruptcy

Bankruptcy encompasses a practice that spans the rights of debtors and creditors in Chapter 7 liquidations, Chapter 11 reorganizations or liquidations, out-of-court workouts, and receiverships in the United States, as well as cross-border insolvency issues with respect to companies with assets in one or more jurisdiction.

Law firms tend to specialize in either the debtor or creditor side of the representation. Debtor law firms represent the financially troubled company, advising it on all aspects of the restructuring process, becoming deeply involved in the business operations of the company. This micro-level involvement is necessary in order to understand fully the scope of the company's assets and liabilities. Creditor law firms represent either an individual secured or unsecured creditor or a group of creditors, either in the form of an ad hoc committee or the official committee of unsecured creditors appointed by the U.S. Trustee in a Chapter 11. Creditor attorneys seek to maximize recoveries for creditors in the shortest possible timeframe and, therefore, are looking at the company's assets and liabilities for opportunities to liquidate or sell assets.

Some law firms divide their bankruptcy practice into bankruptcy litigation and corporate restructuring, while others expect their bankruptcy attorneys to have both litigation and corporate skills.

BANKRUPTCY LITIGATION

Relevant experience for a bankruptcy litigation attorney will be more heavily weighted toward litigation skills such as:

- Conducting all aspects of discovery, including interrogatories, depositions, document production, and review with respect to adversary proceedings;
- Drafting pleadings both seeking and opposing relief before the bankruptcy court;
- Drafting appellate briefs for the Court of Appeals or Bankruptcy Appellate Panel;





ATTORNEY SEARCH

175 S. LAKE AVE., SUITE 200
PASADENA, CALIFORNIA 91101

TEL: 213.895.7300

FAX: 213.895.7306

TOLL-FREE: 800.298.6440

EMAIL: JOBS@BCGSEARCH.COM

WWW.BCGSEARCH.COM