

# RD LEGAL COMMUNIQUE...

ROBERT DENNEY

*Management, Strategy and Leadership*

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**Some of you will recognize this. I ran it several years ago.  
It is not coincidental that successful firms live by it.**

## **PARTNERSHIP**

A good partner is the other partners' biggest supporter – and severest critic.

A good partner doesn't just make the other partners **look** better. A good partner makes the other partners **be** better.

Successful partnerships are based on four principles:

1. Change is inevitable. "There is no progress without change."  
*John Wooden*
2. Leadership is essential.
3. Great minds don't always think alike. They sometimes think differently.
4. Partners are not independent. They are **interdependent**.

In a true and successful partnership:

- The partners look to the future – but often with different perspectives.
- The statement "We've never done it that way" doesn't end a discussion. It starts it.
- The partners don't just share credit. They increase the amount of credit to be shared.
- Partners do not merely build their own practices. They help feed and grow other business in the firm.

The firm develops a culture in which what's best for the partnership is more important – and ultimately more productive – than the desires of any one person.

*Bob Denney*

***Bob is a recognized authority on management, leadership and strategy for law firms and companies. He is on several company boards and has served as an Interim CEO in crisis and turnaround situations. Visit [www.robertdenney.com](http://www.robertdenney.com).***

154 Chandler Drive, West Chester, PA 19380 Office: 610-431-2077 Cell: 610-804-7850