

# 2017 LEGAL MANAGEMENT EDITORIAL CALENDAR



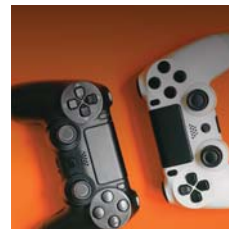
**JAN**



**FEB**



**MAR**



**APR**



**MAY**

**TOPICS**

Client Journey Mapping  
Empowering Women Through Communication  
Client Email Etiquette

Profit Planning and Cost Accounting  
When Rainmakers Retire: Keeping Your Clients  
Financial Risk Management

Your M&A Survival Guide  
CE Course: Ethics — Trust Accounts  
Having Tough Conversations: Managing the Troubled Employee

Business Continuity Plans  
Developing Effective Training  
The Legal Management Professional's Role in Diversity and Inclusion  
Annual Conference & Expo Preview

The Implications Drones Will Have on Legal Finance Litigation  
Branding for Your Firm

**ADVERTISEMENT DEADLINES**

**Space:** 11/29/17  
**Materials:** 12/11/17

**Space:** 12/27/17  
**Materials:** 1/12/18

**Space:** 1/22/18  
**Materials:** 2/12/18

**Space:** 2/20/18  
**Materials:** 3/12/18

**Space:** 3/19/18  
**Materials:** 4/9/18

**EDITORIAL DEADLINES**

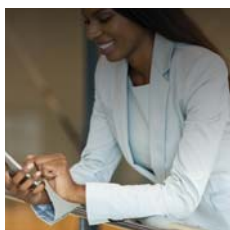
**Pitches:** In Progress  
**Draft:** 11/29/17  
**Published:** 1/12/18

**Pitches:** 11/2/17  
**Draft:** 12/27/17  
**Published:** 2/9/17

**Pitches:** 12/4/17  
**Draft:** 1/22/18  
**Published:** 3/9/18

**Pitches:** 1/8/18  
**Draft:** 2/20/18  
**Published:** 4/13/18

**Pitches:** 2/2/18  
**Draft:** 3/19/18  
**Published:** 5/11/18



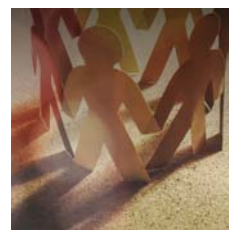
**JUN**



**JULY/AUG**



**SEPT**



**OCT**



**NOV/DEC**

**TOPICS**

2018 Annual Conference & Expo Highlights and Award Winners  
Sidestepping the Partner Track  
Strategies for Getting Tech Buy-In  
The Evolution of the Legal Secretary

Social Responsibility Done Correctly  
Tips for Integrating Lateral Partners  
Surviving a Document Systems Management (DMS) Upgrade

Value Pricing: Can It Work for Firms?  
Blockchain and the Law Firm  
CE Course: Writing RFPs

Cybersecurity: What Clients Are Demanding  
Data Encryption: When Should You Do It?  
AI's Impact on Law Firms

Best CRM Data Management Practices  
How Delayed Retirement Can Help Your Firm  
Hiring Change-Adaptable Employees  
Rising Stars in Legal Management

**ADVERTISEMENT DEADLINES**

**Space:** 4/18/18  
**Materials:** 5/7/18

**Space:** 5/30/18  
**Materials:** 6/18/18

**Space:** 7/9/18  
**Materials:** 8/2/18

**Space:** 8/13/18  
**Materials:** 9/6/18

**Space:** 9/10/18  
**Materials:** 10/1/18

**EDITORIAL DEADLINES**

**Pitches:** 3/2/18  
**Draft:** 4/19/18  
**Published:** 6/8/18

**Pitches:** 4/6/18  
**Draft:** 5/30/18  
**Published:** 7/20/18

**Pitches:** 5/14/18  
**Draft:** 7/9/18  
**Published:** 9/14/18

**Pitches:** 6/4/18  
**Draft:** 8/13/18  
**Published:** 10/12/18

**Pitches:** 7/9/18  
**Draft:** 9/10/18  
**Published:** 11/16/18

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