SHOWALTER PLLC

AN INVITATION TO COUNSEL

# Elite practice. Entrepreneurial economics.

An overview for experienced lawyers considering an of counsel practice with Showalter PLLC.

SHOWALTERPLLC.COM/OF-COUNSEL

THE SHIFT

# The economics of legal work have changed.

Producing a brief that could win in a federal court of appeals once took a partner, a team of associates, paralegals, and a library. Clients paid for every layer.

But AI can now handle the research and first drafting that associates once did. Senior lawyers exercise the same guidance, control, and ownership over the work as always.

Showalter PLLC was built for the new model. Clients pay well below what a traditional elite firm would charge, and the lawyers keep the vast majority of what they bring in.

# You keep what you build.

Most firms pay their lawyers a small fraction of the revenue that they produce. At Showalter PLLC, it is the inverse and more. Your pay follows the work you do and the work you bring in.

## Do the work

When you handle a matter, you earn a working credit on the fees that the firm collects on it, whoever brought the matter in.

- No salary, draw, billable target, or minimum hours.

## Bring in the work

When you bring in a client or a matter, you earn origination fees on it, even when other firm lawyers staff it.

- You have the flexibility to work on other projects.

## Do both

When you bring in a matter and run it, you earn both and keep the vast majority of what the matter brings in.

- You are paid as the firm collects the fees on your matters.

*No one will pay you a guaranteed check every two weeks. But if you go hard on origination, we think your earnings will far outpace what a salary would pay you.*

# A national firm built around AI.

Michael Showalter founded Showalter PLLC in March 2026. Its litigation practice handles disputes of every kind, trial and appellate, plaintiff and defense, from pre-suit demand through trial and appeal. Its broad corporate and transactional practice advises businesses, founders, investors, and boards, from day-to-day commercial and governance matters through financings, acquisitions, and exits.

Most of the firm's lawyers graduated from Yale Law School, and they include alumni of traditional elite firms and former federal law clerks.

*Meet the firm's lawyers at showalterpllc.com/attorneys.*

# How the work gets done.

Our lawyers use AI the way a senior lawyer once used a team of juniors. The AI runs the research, produces first drafts, and checks the work. The lawyer sets the strategy, makes every judgment call, and owns every sentence.

Reliability comes from method. One model does the work, a second model checks it adversarially, and nothing leaves the firm until a lawyer will stand behind it.

The firm's legal-research tools also find the obscure, on-point case more reliably than the keyword searches that lawyers ran a decade ago.

Speed lets a small firm take on urgent work. When another firm backed out of a Supreme Court amicus brief at the last minute, for example, we took over and drafted the brief in two days.

WHO WE'RE LOOKING FOR

# Lawyers willing to bet on themselves.

We want lawyers who are bullish on themselves, are bullish on AI, and understand the disruption coming to the legal market. Our model fits lawyers who are risk-tolerant and entrepreneurial.

We are all entrepreneurs at Showalter PLLC. Even our most junior lawyers act as junior partners. Our lawyers spend substantial time on business development and origination, and the rest of their time running cases. The market opportunity is staggering.

WHAT THE FIRM PROVIDES

# The firm behind your practice.

## The brand

The legal world knows Showalter PLLC as a leader in combining elite lawyers with advanced AI methods. Your work carries that name.

## The AI platform

The firm's AI workflow and skills for research, drafting, and review, which the firm builds and maintains.

## Malpractice coverage

The firm adds you as a scheduled insured on its professional-liability policy before you begin client work on firm matters.

## Work to staff

Matters that the firm's origination machinery brings in and that need an experienced lawyer.

## Infrastructure

Firm email and shared systems, which alleviate much of the fixed cost of a solo practice.

## Colleagues

A group of elite litigation and transactional lawyers to staff matters with, consult, and co-counsel with.

IN OTHERS' WORDS

# On the writing.

*"Mike is among the best legal writers I've worked with at Gibson Dunn."*

NICK HARPER

Appellate Partner, Gibson, Dunn & Crutcher

*"As the author of Point Made and a trainer for federal judges, I've spent decades analyzing what makes legal writing shine. Michael Showalter's writing has the discipline, clarity, and confidence of the nation's very best advocates."*

ROSS GUBERMAN

Founder and CEO, BriefCatch

*"Mike is an exceptional writer and legal thinker. He wrote top-flight briefs before AI. Now he's using AI to produce the same quality more quickly."*

TOM JOHNSON

Appellate Chair, Wiley Rein

IN OTHERS' WORDS

# On the method.

*"Michael Showalter stands out as one of the most sophisticated AI users among American litigators."*

SANDEEP SAVLA

Founder, Savla Law; Former U.S. Co-Head of Regulatory, Investigations, Securities and Compliance, Norton Rose Fulbright

*"Michael has a unique method of working with AI which is extremely effective. It's not that he has a different set of tools than everyone else, but he uses them differently and more effectively."*

KYLE DINGMAN

Partner, Scott & Scott; Co-Founder, DingDuff

*"Mike is at the top of the game when it comes to integrating changes in technology with high-end legal representation."*

XIAO WANG

Director, Supreme Court Litigation Clinic, University of Virginia School of Law

QUESTIONS

# For the lawyer considering us.

### What does of counsel mean at Showalter PLLC?

Of counsel lawyers affiliate with Showalter PLLC as independent contractors. They handle and originate matters under the firm's name, and the firm pays them fees for their services, measured as a percentage of the fees that it collects on their matters.

### How am I paid?

You earn a working credit on matters you handle and origination fees on clients and matters you bring in, and you earn both when you do both. Each is measured as a percentage of the fees that the firm collects, and the firm pays you as it collects them. The firm reports your fees on Form 1099.

### Is there a salary or draw?

No. There is no salary, draw, retainer, hourly fee, or guarantee.

### Are there hours requirements?

No. The firm requires only the close, regular relationship with the firm that the rules of professional conduct require of any lawyer designated of counsel.

### Can I work on other projects?

Yes. The engagement is non-exclusive, subject to the conflicts rules.

### Do I need a book of business?

No. The firm brings in matters that need experienced lawyers, and you earn a working credit on the ones you handle. Lawyers who also bring clients and matters to the firm earn origination fees on them.

### Do I need experience with AI?

No. You need to understand that the legal profession is entering a new era. Every lawyer who joins attends Michael Showalter's free AI workshop.

### Who covers malpractice?

The firm adds you as a scheduled insured on its professional-liability policy before you begin client work on firm matters. You maintain your own coverage for work outside the firm.

### Where do I need to be located?

Anywhere in the United States. The firm's lawyers work remotely from several states.

### How do I start?

Email careers@showalterpllc.com with your résumé and a two-page memo on how you think about lawyering with AI and why you would add value to the firm.

SHOWALTER PLLC

# Let’s talk.

If you back yourself, use AI, and want to be paid for what you build, we would like to hear from you.


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