

About the Authors

Arthur G. Greene



Arthur G. Greene is a principal with Boyer Greene, LLC and focuses on both law practice management and the strategic and financial aspects of maintaining a healthy law firm. Following a successful career as a practicing lawyer, during which he served as managing partner of a firm that grew to 70 lawyers, Arthur has turned his professional focus to a consulting practice that includes profitability studies, firm audits, strategic planning, management, succession planning, compensation plans, alternative billing methods, and other aspects of achieving a successful law

firm. He has lectured, conducted workshops and authored articles and books on a variety of law firm issues. Arthur's most recent book is *Succession Planning for Law Firms and Rewards for Retiring Lawyers*, which is available on his website www.arthurgreene.com. He previously authored *The Lawyer's Guide to Increasing Revenue* and *The Lawyer's Guide to Governing Your Firm*, both available on the American Bar Association website. Arthur is a long standing member of the American Bar Association and has served as Chair of its Law Practice Management Section. He is a Fellow of the College of Law Practice Management.

Sandra J. Boyer



Sandra is the co-founder and President of LEGUS, an international network of high quality law firms located around the world. Described as “a key visionary in the legal industry”, she works closely with the LEGUS Advisory Board and its Leadership Team to provide forward-thinking education, management, administration and marketing programs that help LEGUS go above and beyond the traditional network model.

Sandra is also President of Boyer Greene, LLC, a law firm consulting organization with offices in Ann Arbor, Michigan; Reno, Nevada and Bedford, New Hampshire USA. She has been consulting with law firms since the early 1990s, and her expertise includes general management; succession planning (leadership and client); strategic marketing and development of marketing tools; strategic planning; associate development; retreat facilitation; lawyer compensation; firm evaluation; and personnel management including the recruitment of the law firm professional and administrative team.

Her legal industry experience includes work at the Institute on Law Firm Management, and the Institute of Continuing Legal Education at the University of Michigan Law School—where she helped develop and administer law practice management courses and seminars.

In 2003, Sandra was inducted as a Fellow of the College of Law Practice Management in recognition of her outstanding contributions and sustained commitment to the highest standards of professionalism in law practice management.

She is the co-author of: *Associate Retention: Keeping Our Best and Brightest* (June, 2002), and *The Effective Associate Training Program*, Revised Edition (2006.) Both books are published by the American Bar Association’s Center for Continuing Legal Education.

Sandra also serves on the Olivet College Board of Trustees and recently received the Olivet College 1844 Award for outstanding commitment and success in her professional life as well as her commitment to Olivet College and its goals and strategies.