

Arthur G. Greene

Biographical Information



Arthur G. Greene is a Principal of Boyer Greene, LLC, a law firm consulting organization with offices in Ann Arbor, Michigan and Bedford, New Hampshire, USA. Following a successful career as a practicing lawyer, including the position of managing partner of a 70 lawyer firm, Arthur has turned his professional focus to consulting. In recent years, his consulting practice has included profitability studies, revenue enhancement, firm audits, strategic planning, governance, succession planning, compensation plans, alternative billing methods, and other aspects of maintaining a healthy firm.

Arthur joined McLane, Graf, Raulerson & Middleton, P.A. after receiving a law degree from Boston University Law School in 1967. He became a partner in 1974 and during his 33 years with the firm, it grew from thirteen lawyers to seventy-seven lawyers with four offices. Arthur participated in the management of the firm from 1980 to 1992, first serving as a member of the Management Committee and later as Managing Partner.

Arthur founded a small firm in 2000, now Greene Lombardi, P.L.L.C., where he continued a statewide trial practice on a limited basis for several years. He is a trained mediator and is a member of the New Hampshire Bar and has been admitted to practice in the Federal Courts for the District of New Hampshire, the District of Maine and the First Circuit Court of Appeals.

He has lectured, conducted workshops and authored articles and books on a variety of law firm issues, including Trends in the Profession, Increasing Revenue, Responding to Client Demands, Implementing Alternative Billing Methods, Marketing, Leveraging with Paralegals, Creating and Organizing Effective Practice Groups, Trends in Partner Compensation, Affecting Change in the Law Firm Culture and Preparing Your Firm for the Future.

As an Adjunct Professor at Franklin Pierce Law Center he teaches Law Practice Management.

Arthur is a long standing member of the American Bar Association and has served as Chair of its Law Practice Management Section. He is also Past Chair of the ABA Standing Committee on Legal Assistants and has served as Liaison to the ABA Commission on the Billable Hour. As an active member of the New Hampshire Bar Association, he has served as the Chair of its Law Practice Management Section and as a member of the Future of Law Practice Task Force.

He is a longstanding member of the Advisory Board of the Legal Assistant Management Association; he has served a Member of the Conference Committee of the Association of Legal Administrators; and he is a Fellow of the College of Law Practice Management.

Arthur can be reached at agg@boyergreene.com.

Listing of Publications

American Bar Association

Article: “Managing to Survive: Boosting the Bottom Line in Tough Times”

New York State Bar Journal

September, 2009

Article: “Unlocking Your Firm’s Profit Potential: Increasing Revenue”

Wisconsin Lawyer

August, 2009

Article: “Law Firm Partnership Agreements”

The Practical Lawyer

August, 2009

Book: The Lawyer’s Guide to Governing Your Firm

American Bar Association Law Practice Management Section

February, 2009

Article: “Marketing: What are You Waiting For?”

Maine Bar Journal

Article: “Professional Staffing in the 21st Century”

Co-Author

New York State Bar Association Journal

September, 2008

Book: The Lawyer’s Guide to Increasing Revenue: Unlocking the Profit Potential of Your Firm

American Bar Association Law Practice Management Section

January, 2005

Article: “Thinking Outside the Box: Leave the Billable Hours Factories Behind”

Business Law Today

ABA’s Business Law Section

May/June, 2004

Book: Paralegals, Profitability and the Future of Your Law Practice

American Bar Association Law Practice Management Section

January, 2003

Contributor: ABA Commission on Billable Hour Report

American Bar Association Commission on the Billable Hour

2002

Article: “Preparing to Practice Law in the 21st Century,”

New Hampshire Bar Journal

June, 2000

Book: The Effective Associate Training Program

The American Bar Association Center for Continuing Legal Education
1999

Article: "Partnership Agreements"

Law Practice Management Magazine

American Bar Association Law Practice Management Section
January, 1999

Book: Strengthening Your Law Firm: Strategies for Success,

Editor and contributing author

American Bar Association Law Practice Management Section
1997

Book: Getting Started: Basics for A Successful Law Firm

Editor and contributing author

American Bar Association Law Practice Management Section
1996

Article: "Lawyer Compensation Plans"

Co-author

The Best Of MCLE Journal

Massachusetts Continuing Legal Education
1995

Book: Leveraging With Legal Assistants: How To Maximize Team Performance, Improve Quality and Boost Your Bottom Line

Editor and contributing author

American Bar Association Law Practice Management Section
1993

Chapter: "How to Effect Change In The Law Firm Culture

The Lawyer's Handbook, Third Edition

American Bar Association Law Practice Management Section
1992

Article: "The Paralegal in a Trial Practice,"

Trial Bar News

The New Hampshire Trial Lawyers' Association
Summer 1989

Chapter: "Effective Use of Paralegals

The Quality Pursuit

American Bar Association Law Practice Management Section
1989

Article: "Legal Assistants: Measuring Profitability"

Legal Economics Magazine

American Bar Association Economics of Law Practice Section

March 1988

Article: "Setting Legal Fees that Are Fair to both the Attorney and Client"

Law Office Economics: Issues and Answers

New Hampshire Bar Association Newsletter

January 1989

Article: "Leverage In The Law Office,"

Law Office Economics: Issues and Answers

New Hampshire Bar Association Newsletter

June 1988

Detailed Listing of Lectures and Workshops

Organizations:

American Bar Association

Association of Law Librarians

Association of Legal Administrators

Association of Paralegal Educators

Center for Competitive Management

Davenport College

Franklin Pierce Law Center

Grand Rapids Bar Association

Kansas Bar Association

Legal Assistant Association of Michigan

Legalspan

Institute of Continuing Legal Education
in Georgia

Institute of Continuing Legal Education
in Michigan

Institute for Law Firm Management

International Bar Association

International Paralegal Management
Association

IOMA

Maine Bar Association

Massachusetts Continuing Legal
Education

Memphis Bar Association

Michigan Bar Association

National Association of Collection
Attorneys

New Hampshire Bar Association

New Hampshire Paralegal Association

New York State Bar Association

Notre Dame College

Rhode Island Bar Association

Toledo Administrator Association

University of New Hampshire

Vermont Bar Association

Washington State Bar Association

Washoe Bar Association

and individual law firms

Wisconsin Bar Association

Presentation Topics:

Increasing Revenue: Unlocking the Profit Potential of Your Firm

Surviving the First Year as an Associate Lawyer

Utilizing Paralegals to Increase Firm Profits and Client Satisfaction

50 Financial Tips

The Billable Hour – What are the Alternatives

Billing your Clients and Collecting your Bills

Making Your Firm Better in 2007

Trends in the Profession: Preparing Your Law Firm for What Lies Ahead

Responding to Client Demands - Changes in Methods of Practice and Pricing of Services

Lawyer/Client Dynamics

Trends in Partner Compensation

Evaluating Solutions to the Financial Challenges of the 1990s

The Practice Lifecycle: Maintaining Profitability, Growth Trends & Recycling Lawyers in a Changing Market

Maintaining Partner Productivity through Planning, Evaluations, Retooling and Partner Incentives

Legal Assistants - The Resource for Greater Profitability

Implementing Alternative Billing Methods

Fees/Billing/Ethics A New Rx for an Ailing Profession

The Prosperous Lawyer

Better Profits through Leverage

How to Affect Change in the Law Firm Culture

Partner Compensation Systems

Associate Training and Career Development

Alternatives to Partnership

Creating and Organizing Effective Practice Groups

Training and Integrating Lawyers: New and Lateral Hires

Paralegals in Litigation

The Effective Use of Legal Assistants

How to Train Lawyers To Use Legal Assistants More Effectively

Ethics and the Paralegal

Professional Positions Held

American Bar Association

Law Practice Management Section

- Publications Board Member (2009-current)
- Finance Officer (2000-2006)
- Liaison to the ABA Commission on the Billable Hour (2001-2003)
- Chair (1999-2000)
- Chair-Elect (1998-1999)
- Executive Committee (1996-2003)
- Vice Chair (1997-1998)
- Law Practice Management Magazine Board (1996-1997)
- Council Member (1993-1996)
- Publications Board Member (1992-1996)
- Law School Curriculum Task Force Member (1995-1997)
- Partnering Task Force Member (1995-1997)
- Services Delivery Board Member (1990-1993)
- Articles Development Committee for Law Practice Management Magazine (1989-1992)
- Chair of the Task Force on State and Local Bar Associations (1987-1992)
- Chair of the Committee for Liaison with Paralegal Organizations (1986-1990)

Standing Committee on Legal Assistants

- Chair (2000-2002)
- Member (1999-2002)

New Hampshire Bar Association

- Chair of Law Practice Management Section (1999-2003)
- Member of Future of Law Practice Task Force (2000-2002)
- Continuing Legal Education Committee Member (1995-1996)
- Development Committee and Instructor for course entitled "Professionalism and Management" offered in conjunction with the Franklin Pierce Law School and the New Hampshire Association of Legal Administrators (1994-1995)
- Solo and Small Firm Task Force Member (1992-1994)
- Chair of the Task Force on Paralegals (1990-1992)
- Task Force on Professionalism Member (1990-1991)
- Member of Committee for Cooperation with the Courts (1989-1990)
- Chair of the Economics of Law Practice Committee (1985-1990)

College of Law Practice Management

- Fellow (1995-)

Legal Assistant Management Association

- Advisory Board (1997-)

Association of Legal Administrators

- Member of Conference Committee (2000-2002)