

# 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, Evaluating Solutions to Financial Challenges, Responding to Client Demands, Implementing Alternative Billing Methods, Marketing, Leveraging with Legal Assistants, 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](mailto:agg@boyergreene.com).

## Listing of Publications

### American Bar Association

**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 21<sup>st</sup> 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	Massachusetts Continuing Legal Education
Association of Law Librarians	Memphis Bar Association
Association of Legal Administrators	Michigan Bar Association
Association of Paralegal Educators	National Association of Collection Attorneys
Davenport College	New Hampshire Bar Association
Franklin Pierce Law Center	New Hampshire Paralegal Association
Grand Rapids Bar Association	Notre Dame College
Kansas Bar Association	Rhode Island Bar Association
Legal Assistant Association of Michigan	Toledo Administrator Association
Legal Assistant Management Association	University of New Hampshire
Institute of Continuing Legal Education in Georgia	Vermont Bar Association
Institute of Continuing Legal Education in Michigan	Washington State Bar Association
Institute for Law Firm Management	Washoe Bar Association
International Bar Association	and individual law firms
Maine Bar Association	

### **Presentation Topics:**

**Increasing Revenue: Unlocking the Profit Potential of Your Firm**

**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**

- 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)