

We believe the best ideas come from relationships that cherish innovation, from passion that seeks to understand where we are going and not just where we are, from notes scribbled on napkins and not just strategic plans.



The College of Law Practice Management

eNewsletter

June 2007

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This & That

What's New?

Tell us. Have you changed jobs, received an honor, written a book...let us know so we can include the information in next quarter's newsletter.

Have A Question?

Have you recently retired, retooled, opened a new office or changed firms and are you looking for advice and counsel from those who went before? Send us a note for distribution to the other Fellows. They are, as you know, the cream of the law practice management crop!

Tell Us What You Think!

This is the second issue of the new e-newsletter and we want

Check Out the new College Website!

The College is excited to announce our newly updated College website at www.colpm.org. Compliments of Hubbard One, this site offers the latest College information and a direct link to our blog.

As an added feature for our Fellows, we have expanded the Fellows Directory and now have Fellows listed by areas of expertise. Visit the website today!



Fellows Profile

Sally Fiona King

How did you get started in the legal profession?

In the early 80's I worked for a small NYC law firm, because I thought it would provide me with the insight I needed to decide whether to go to law school. As a result of that experience, I realized that business school was a better option for me! I attended Columbia University's Executive MBA program and shortly thereafter was recruited by Ben Heineman, then General Counsel for GE, to be the business manager for the GE Legal Organization. The rest, as

to know what you think about it. Do you like the format, readability, and information or do you prefer the old format. Please contact Karen at colpm@comcast.net and let us know.

College's Expert Program

We have modified the Fellows Directory on the website to include our new Expert's program. The program will connect the legal media and others looking for sources of information on law practice management topics with interested Fellows in the College. Please click on the following Expert's survey link (www.law.ufl.edu/pmsurvey) and complete the survey.

Blogging Basics

If you are ready to jump into the blogging world, but are not sure what to do, just follow these simple steps.

To view the College blog, go to <http://blog.colpm.org/colpm>.

To be an author, contact ron@prismlegal.com or colpm@comcast.net to receive rights and simple instructions.

To comment on an existing post, click the Comments link at the bottom of a post. The author will have a chance to review your comment before it appears on the blog.

To post a blog entry without becoming an official author, send your comments to ron@prismlegal.com or colpm@comcast.net. Ron or

they say, is history.

[More](#)

Fellow News

George Brandon has become the Director of Business Development and Marketing at Morris Polich & Purdy LLP. In his new role, he will provide leadership in the firm's business strategy and client development areas.

Edward Coultas has been elected Managing Partner of his firm, Hughes & Luce, LLP in Dallas, TX.

Mark Greene has joined Nixon Peabody LLP as Chief Marketing Officer. He will be based in the firm's Washington, DC office.

Ed Poll is one of 14 consultants around the world to have completed the inaugural Million Dollar Consulting™ Graduate School. Ed was also recently inducted as a charter member to the Million Dollar Consultant™ Hall of Fame.

Robert Vineberg, a partner with Davies Ward Phillips & Vineberg LLP has been elected Chair of the Law Firm Management section of the International Bar Association for the 2007-2008 term.

Help us imagine what the future holds -- Attend the Annual Meeting September 7 & 8 in Philly!

Drawing upon the Fellows' thousands of years of cumulative experience and wisdom, this year's annual meeting will go to work envisioning exactly what's coming up next for the business of practicing law. The title of this year's program is *What Next? Anticipate Tomorrow*.

We have brought together a stellar group of Fellows and they will lead a day-long exploration looking at the future in the areas of People, Management, Technology and Client/Marketing.

Karen will review it, then post it, signing your name.

What are you waiting for? Start blogging!

Annual Meeting Sponsors

We would like to thank the following sponsors of the Annual Meeting in September.

College Sponsor:
Association of Legal Administrators

Levick Strategic Communications

Host Firm Sponsor:
Robert Denney Associates, Inc.

Manko, Gold, Katcher & Fox LLP

It's the first of its kind meeting where we are gathering and sharing the collective wisdom of the Fellows to make a difference in the profession. You have to be there!

In addition to the lively topic under discussion at the meeting, we are inducting an impressive group of individuals as new Fellows. Scheduled to be inducted include:

Kenneth Baker
Gensler

Stacy West Clark
Stacy Clark Marketing LLC

James Cotterman
Altman Weil

Dan DiPietro
Citigroup Private Bank

Richard Granat
EPOQ, US, Inc.

William Hornsby
American Bar Association

Marc Lauritsen
Capstone Practice Systems, Inc.

Richard Levick
Levick Strategic Communications

Deborah McMurray
Content Pilot

William Meyer
Hutchinson Black & Cook

Stephen "Pete" Peterson
Maxfield Peterson & Richards

Dan Pinnington
LawPro

Greg Siskind
Siskind Susser Bland

Tony Williams
Jomati Ltd.

Look for additional information on the meeting arriving by snail mail and e-mail in the next couple of weeks.

2007 Sustaining
Fellows - We
thank you!

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- Francis
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in honor of
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Hildebrandt
- Lowell
Rothschild

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(\$250 - \$499)

- Charles
Coulter
- John
Cummings,
in memory
of David
Brezina
- John
Hanley, in
memory of
Robert
Yegge
- D. James
Lantonio
- Ron

Seigneur

Advocate (\$100 -
\$249)

- Donald S.
Akins
- Robert
Bigelow
- James Brill,
in memory
of Bill
Wilkins
- Mark
Greene
- Wesley P.
Hackett
- Linda Klein
- Gerry
Malone
- Carol
Phillips, in
memory of
Martha
Ilano, CLM
- Richard
Potter
- Joel Rose
- Robert
Rubenstein
- Sally
Schmidt
- Marilyn
Astin
Tarlton, in
memory of
David

Brezina and
Robert
Yegge

Please consider supporting the activities and purposes of the College by becoming a Sustaining Fellow. Our Sustaining Fellows help us provide programs and services that support the College's mission of recognizing, inspiring and promoting excellence in law practice management.


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Fellows Profile

Sally Fiona King

How did you get started in the legal profession?

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How did you end up in your current position?

The firm I was with previously, Kronish Lieb Weiner & Hellman, merged with Cooley Godward in the fall of 2006. A month later, I was in the back of a town car sharing a ride with a leading NYC search consultant (Lyn Mestel). She asked what I was planning to do next. Upon hearing that I wanted to continue in a similar capacity, she exclaimed that she had "the perfect position." A few weeks later I met Craig Medwick, the Managing Partner for the Americas, and the rest of the executive team here at Clifford Chance, and I knew she was right. It all fell into place pretty quickly after that.

What has been the most surprising aspect of your career?

That I truly love what I do. I am never bored because every day is different. As the legal profession evolves, so too does my role. My work continues to challenge and excite me. I really look forward to coming in to the office each morning.

What has changed the most during your career?

The professionalization of the business aspects of the legal industry. Non lawyers are now valued professionals in most law firms and law departments, which was not always the case. When I first started working in the industry, many lawyers did not understand or see the need for business professionals. Now I believe there is a recognition of the value other "non-lawyer" professionals add.

And of course the use of technology to enhance the practice! Can you say IBM selectric III?!?!? We have come a long way.

What's the most satisfying aspect of your job?

Seeing the results of my efforts. In a law firm environment the impact of initiatives can be seen quite quickly, which is generally not the case in a large corporation. I appreciate working in an environment where I get to implement new ideas and tools. I also enjoy working with so many smart people -- each of whom is different from the next.

If you weren't in the legal profession, what would you do?

I love what I do, so I really cannot imagine doing something else as a serious endeavor. However, in those "what if" moments, I think that being in charge of quality control for the Ritz Carlton Hotel and Resort chain might be fun! Alternatively, on those nights when falling asleep is tough, I think through the outline of a novel based upon my experiences working with lawyers... Casting the screenplay is even more fun!

Where do you expect to be in five years?

Hopefully right here! Clifford Chance is a firm that believes in continuous improvement and is committed to quality, community and ambition. We are working on so many exciting initiatives and are committed to retaining our position as an elite global firm. I cannot imagine a better place to be.

Is there anything else you'd like to mention?

Over the past 20+ years in the industry, I have had the pleasure to meet so many terrific people who are willing to share their experiences and lend a helping hand when

the solution to the problem at hand is elusive. There is tremendous collegiality across this industry and organizations like the College provide yet another forum to share expertise and enjoy relaxing moments with wonderful colleagues and friends.

Do you have any suggestions for the College?

Continue to provide fellows with opportunities to explore, share expertise and innovate. Don't overlook the simple pleasure of spending time with like minded individuals! We all work hard -- let's not forget to play hard too.