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Sandra J. Boyer

President, Boyer Greene, LLC

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Sandra is the 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.



Sandra is also the co-founder and President of LEGUS, an international network of high quality, small-to-mid-sized law firms. Described as “a key visionary in the legal industry”, she works closely with 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.

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 developed and administered law practice management courses and seminars.

In 2003, Boyer was inducted as a Fellow of the College of Law Practice Management, an honorary organization of leading legal professionals from around the world. 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 currently serves on several committees for the American Bar Association including: the Tort Trial and Insurance Sections, Membership Committee and Task Force on Law Practice Management. She also serves on the Law Practice Management section’s membership committee and their Education Committee.

Sandra is a member of the Board of Trustees of Olivet College and has just been appointed as a member of Olivet College's Leadership Awards Nominating Committee.

Sandra Boyer can be reached at sjb@boyergreene.com or sandra.boyer@leguslaw.com.

Credentials

President and Principal of Boyer Greene, LLC, law firm consulting organization serving North America and Europe (2007-present)

President, LEGUS Law, Inc., an International network of small to midsize law firms

Managing Shareholder of the AndersonBoyer Group, legal industry consultants (1994-2006)

Guest Lecturer at Franklin Pierce Law School (2007-2008)

Newsletter Editor for the State Bar of Michigan - Law Practice Management Section (3 years)

International Bar Association Member (2003-present)

Olivet College Board of Trustees Member (2009-present)

American Bar Association Leadership Positions:

- Member of the Membership Committee of the Tort Trial and Insurance Section of the American Bar Association (2003-present)
- Chair of the Law Practice Management Committee, Tort Trial and Insurance Practice Section (2006-2008)
- Co-Chair of the Law Practice Management Section Core Groups (2006-2007)
- Council member of the Law Practice Management Section (2006-2007)
- Special Advisor to the Management Core Group of the Law Practice Management Section (2006-2007)
- Member of the Emerging Issues Committee of the Tort Trial and Insurance Practice Section (2006-2007)
- Member – Leadership Development Task Force, Law Practice Management Section (2005-2006)

- Vice-Chair - Women Rainmakers Program Committee, Law Practice Management Section (2003 - 2005)
- Co-Chair - Leadership Development Task Force, Law Practice Management Section (2003- 2005)
- Vice Chair of Membership for the Legal Economics Committee of the Tort Trial and Insurance Section (2003-2005)
- Member of the Joint Section Membership Chairs (2002-2003)
- Law Practice Management Section - Extended Council (2002-2003)
- Law Practice Management Section - Nominating Committee (2001-2003)
- Law Practice Management Section - Extended Executive Committee (2000-2001)
- Chair of the Membership and Marketing Board for the Law Practice Management Section (4 years)
- Member of the Membership and Marketing Board for the Law Practice Management Section (7 years)

Presentations

Surviving the First Year as an Associate Lawyer, American Bar Association Annual Meeting, Chicago, Illinois, August 2009

How to be a Successful New Lawyer, Franklin Pierce Law School, Guest Faculty, Concord, New Hampshire, April, 2007 and 2008

Benefits of Membership in a Network, Network of Leading Law Firms, Paris, France, March 2007

Associate Development, Network of Leading Law Firms Conference, Chicago, Illinois, June 2004

Law Firm Trends, Association of Legal Administrators Region 3 Conference, Kansas City, Missouri, October 2003

Legal Technology and Management Solutions: Tools of the 21st Century Lawyer, Georgia State Bar, Amelia Island, Georgia, June 14, 2002

Principals of Law Firm Marketing, Association of Legal Administrators, Detroit Chapter, Detroit, Michigan, May 2002

How Important Are Ancillary Businesses to Your Firm's Success? Association of Legal Administrators, Annual Meeting San Antonio, Texas May 2002

Building a Law Practice: Getting and Keeping Good Clients. Detroit Metropolitan Bar Association/State Bar of Michigan – LPMS, Detroit, Michigan, April 2002

Law Firm Leverage in the 21st Century: Associates, Paralegals & Technology, American Bar Association, Annual Meeting, Chicago, Illinois, 2001

Client Handling Through Effective Channels, International Bar Association, Annual Meeting, Rome, Italy, 2000

Published Material

The Right Connections, Managing Partner Magazine, United Kingdom, Volume 11, December/January 2009

Professional Staffing in the 21st Century, New York State Bar Association Journal, Vol. 801, No. 7, September 2008

Law Practice Management Committee: Tools to Practice More Effectively, The Brief, Tort Trial and Insurance Practice Section, American Bar Association, fall 2008, Vol. 38, No. 1

Associate Retention, Winter Edition, January 2007

Disaster Planning Essentials, Tort Source Tort Trial and Insurance Section, January 2006

The Effective Associate Training and Development Program (book), American Bar Association – CLE, January 2005

Important Tips to Consider Regarding Law Firm Marketing, International Bar Association, Committee 10 News, Volume 13, August 2003

Associate Retention - Keeping Our Best and Brightest, American Bar Association – CLE, April 2002

Administrator's Guide to Firm Dissolution, Association of Legal Administrators (ALA) Management Encyclopedia, Volume II, 2002

Succession Planning: The Legal Administrator's Role in Ensuring the Future of the Firm, Association of Legal Administrators ALA Management Encyclopedia, Volume II, 2002

Client Selection - How to Get and Keep Good Clients, AndersonBoyer Group News, fall 2001

Goal: Associate Retention, AndersonBoyer Group News, summer 2001

Succession Planning: How Law Firms Prepare for the Future Today, International Practice Manager, Newsletter of Committee 10, International Bar Association, Volume 11, No. 1, April 2001

Succession Planning: How Law Firms Prepare for the Future Today, Law Practice Quarterly, Law Practice Management Section Newsletter, American Bar Association, Volume 1, No. 3, June 2000

Effective Law Firm Management Technologies Through the Eyes of a Non-Lawyer, Concordia College, Ann Arbor, Michigan, December 2000

The New Millennium Checklist, AndersonBoyer Group News, spring 2000

Are Law Firm Meetings Successful? Avoid Group Think, AndersonBoyer Group News, summer 1998

Client Surveys: Using them Most Effectively, AndersonBoyer Group News, spring 1997

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