



## Our approach to helping you prepare for succession includes:

- listening to and assessing the goals of the senior lawyer
- recruiting potential successors
- outlining the terms for transferring ownership to the next generation
- addressing firm valuation
- evaluating mergers, acquisitions and *Of Counsel* arrangements

## Why Choose Us for Your Consulting Needs?

### Our Focus Is Helping the Solo Practitioner, Small Offices and Mid-sized Firms

In consulting with smaller practices, we get to know the lawyers in a way that we can offer personalized attention and customized advice to help the practice become successful.

### We Have Practical Law Firm Experience and Offer Sound Advice

Our experiences as lawyer and paralegal working in both large and small law firms have given us valuable insights that provide a foundation for identifying problem areas and providing workable solutions.

### Our Fees Are Reasonable

We offer flat fees and price our services to be attractive to small offices and solo practitioners. We do not charge for initial visits or ordinary expenses in servicing our consulting clients.

## Arthur G. Greene CONSULTING, LLC

advising small and mid-sized firms

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# Succession Planning for Lawyers



## Can we help you?

- evaluate your best options
- create a plan for internal succession, merger, or an *Of Counsel* arrangement
- maximize your financial rewards

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## Our most common succession projects fall into three levels:

### Preliminary Evaluation

We review your particular situation, including information about your practice, your short and long-term goals, and then provide an evaluation of the best options for transitioning your practice.

### Succession Planning

Once an option has been decided upon, whether internal succession, merger, acquisition or an *Of Counsel* role, we create the plan by addressing issues of valuation of the practice and cost of buy-in or sale, outline the structuring or other agreements and determine the available rewards to the senior lawyer.

### Implementation

To initiate your succession plan, we:

- recruit internal successors
- seek potential buyers for law practice sales
- explore opportunities for mergers or *Of Counsel* arrangements

Call 603.471.0606 to learn how we can assist you in your succession planning.

With a good succession plan, transitioning should feel right and go smoothly, putting your mind at ease and eliminating the least attractive last resort we often hear, “turning off the lights.”



Available for purchase on our website or by calling us.

[www.arthurgreene.com](http://www.arthurgreene.com)

### Arthur Greene

Arthur's career as an attorney has always involved a focus on law firm management.

Given his long-standing reputation as a management leader, it was inevitable he would turn his career to consulting lawyers on subjects that he knows well. In Arthur's experience, the most successful law firms are those that set goals and plan ahead. The same is true when it comes to transitions for senior lawyers; success comes from proper planning.



### Kathleen Fortin

Kathy's consulting expertise, for over a decade, comes after 20 years of working as a senior paralegal in both a large and a small law firm. Her

career led to training and mentoring new lawyers. As a consultant in the area of lawyer transitions, Kathy uses her keen ability to assess the challenges lawyers are faced with and to develop the best solution for each unique situation.

Visit the “About Us” page on our website for our full bios.