

# SMOCK

## LAW FIRM CONSULTANTS



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Gary Fiebert is a Partner with Smock Law Firm Consultants ([www.smocklawfirmconsultants.com](http://www.smocklawfirmconsultants.com)) and brings a highly unique combination of skills to his management counsel to our clients.

He originally spent seven years in industry applying his education in industrial and management engineering in corporate positions and then 16 years as a general management consultant, first with Touche Ross & Company, then with a general management consulting firm (focusing on financial management and operational effectiveness) that he co-founded, and finally as the President and Chief Operating Officer of a leading executive search firm.

For the last 20 years, Gary has served as Executive Director/Chief Operating Officer of three major New York based law firms – responsible (as the primary non-attorney manager and leader) for strategic business planning (firm and practice), finance, general firm management, organizational change, human resources, and marketing/ business development.

- Gary spent 10 years and recently retired as Executive Director of Schulte Roth & Zabel LLP, where in addition to the general management duties described above, he had such accomplishments as development and implementation of a preferred vendor program saving several million dollars in recurring costs, and a highly regarded client service oriented operating philosophy.
- For seven years, Gary was Chief Operating Officer of Rosenman & Colin LLP and also served as the Transition Director for Rosenman's merger with Katten Muchin & Zavis (currently the firm of Katten Muchin Rosenman).
- His first law firm position (for three years) was as Chief Operating Officer of Mudge Rose Guthrie Alexander & Ferdon.

Gary has broad based and, importantly, hands on, direct managerial experience in all six areas of Smock Law Firm Consultants' practice profile – strategic planning, strategy implementation, mergers and combinations (and merger integration), practice group/team management, high level financial management, and strategic issue resolution. In addition, Gary brings an additional skill – broad experience in designing and implementing strategies designed to achieve (both effectively and efficiently) firm operational excellence and client services, directly resulting in profit improvement.

He is a regular speaker at legal management conferences and seminars, focusing on the development and implementation of innovative solutions to achieve long and short term strategic objectives and operational improvements. Gary has also taught law firm management at the graduate school of Stony Brook University – SUNY.

Gary holds a Bachelor of Engineering in Industrial Engineering from New York University and a Masters of Science in Management Engineering from Long Island University. He was a Certified Management Consultant and is a member of the Law Practice Management Section of the NYS Bar Association, the American Bar Association, and he is a former member of the New York City Executive Directors' Group.