

Gil Price

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Professional Experience

Principal

Price Management Group (PMG), Seattle, Washington

2010 – Present

Established and operates PMG, which provides management and business development to law firms, on an as-needed, cost efficient, contract basis. PMG's comprehensive management services include Business Development, Facilities & Operations, Finance & Accounting, Human Resources, IT Development and Marketing. Sample clients include:

Davis Wright Tremaine LLP (November 2011 – Present): PMG is assisting the marketing & business development team, and the firm's litigation practice group, on a number of business development initiatives.

Condominium Law Group PLLC (March 2010 – Present): PMG, as the firm's executive director, has initiated a number of business development activities and services including increased referrals, webinars and speaking events, as well as improved customer service and initial client interface. Firm has grown to be the industry leader serving condominiums and homeowner associations throughout Washington State.

The Gisselberg Law Firm, Inc., P.S. (July 2011 – August 2011): PMG designed a business development and tactical plan for an Intellectual Property attorney and practice group.

Mikkelborg Broz Wells Fryer PLLC (December 2010 – June 2011): PMG provided temporary firm management, reduced annual operating costs by ~\$25K, and initiated a number of strategies to improve firm efficiency, revenue generation and business development activities.

Atrios (October 2010 - March 2011): PMG provided marketing and business development services for this on-line start-up serving condominium associations and HOA's nationwide.

Executive Director

Barker Martin, P.S., Seattle, Washington

2003 – 2009

Managed all aspects of the firm's business development and marketing, facilities and operations, financial management, IT systems, and human resources for Barker Martin, a Northwest litigation law firm.

Business Development and Marketing: Branded firm. As rainmaker, generated more than ten contingent cases in addition to significant new billable hour clients (in 2009 nearly 50% of the firm's total revenues arose from clients introduced to the firm through personal business development activities). Expanded firm into new markets opening offices in Bellingham, Bend, Maui and Portland. Raised awareness and profile of the firm, making it an

industry thought leader through extensive professional and personal outreach, marketing, webinars, educational presentations, website re-design, strategic planning, and public relations. Produced firm's first marketing brochure, HOA Resource Guide CD, newsletter, and the NW Condo & HOA Law Blog.

Facilities and Operations: Oversaw daily operation, opening of four regional offices as well as office moves in Seattle and Portland. Managed lease negotiations and tenant improvements on time and under budget. Negotiated contracts with outside vendors providing careful management, due diligence and tough, cost-conscious oversight.

Financial Management: Managed accounting staff and oversaw accounts payable and receivable, billing, budgeting, corporate tax filings, general ledger and trust accounting, strategic business planning, financial reports, payroll, audits and compliance. Established dual control to safeguard firm assets. Automated payroll and expense reimbursement. Negotiated and maintained banking relationships, including favorable lines of credit and tenant improvement loans. Developed firm budget, including assumptions and long-term financial plans. Reported to and coordinated with managing partners. Prepared agendas, reports and, attended, when appropriate, the monthly partners' meeting. Generated significant additional interest income through careful account management.

IT Systems: Established process to inventory and rotate new firm equipment in order to maximize timekeeper efficiency. Partnered with the IT Director to identify, schedule and communicate firm software updates and staff training. Initiated monthly IT meetings and status updates/reports.

Human Resources: Handled personnel issues for all non-legal staff, including recruitment and termination. Administered benefits, and insurance for all staff, minimizing costs while maintaining appropriate coverage. Cooperated in drafting new Human Resources manual and numerous firm policies and procedures. Established monthly staff meetings and in-house paralegal training. Created and implemented new procedures for annual performance reviews for associates and staff. Maintained lean staffing despite doubling of the number of attorneys.

**Business Development Consultant
Bregenz, Austria**

2001– 2003

Sample consulting projects included: Austrian Probate case; German Trademark case; reformulated corporate identity and marketing brochure for European investment management firm; revised annual report for Asian investment fund; and designed for a Liechtenstein trust firm a multi-client family office startup plan.

**Senior Consultant, Wealth Management & Family Office Advisor
UNICO United Family Office AG, Vaduz, Liechtenstein**

1998 – 2000

Outlined, developed and implemented investment and management reports; developed strategic business plans; and managed relationships with clients, client representatives, banks, investment advisors, intermediaries, and trustees.

**Director of Finance & Operations, Europe and Middle East,
City Colleges of Chicago, Wiesbaden, Germany & Chicago, Illinois 1998**

Managed daily operations, finance and accounting (including supervision of accounting staff, accounts payable and receivable, billing, budgeting, cash management, general ledger, internal controls, reporting and risk management), and human resources (including supervision, hiring, benefits, payroll, travel) for 70 locations throughout Europe and the Middle East.

**Assistant Treasurer & European Division Deposit Services Product Manager
NationsBank (currently Bank of America), Frankfurt, Germany 1989–1998**

Developed and oversaw policies, procedures and marketing plan in European banking operation consisting of over 70 offices (140 at peak) affecting over 800 (1700 at peak) employees; developed and implemented balance projections, budget forecasts, marketing and strategic plans; managed, implemented and trained end-users on new and upgraded deposit services software and systems.

Education and Professional Training

Master of Science in Business Administration, Boston University, Boston 1994

Management Training Program 1986
American Express International Banking Corporation, Germany

Bachelor of Arts, Seattle University, Seattle, WA 1985
Political Science Major, Global Studies Minor

Skills

Computer: Microsoft Office (Word, Excel, Outlook, PowerPoint, Access); Legal Software (Timeslips, IPro and IManage), Juris, QuickBooks Pro.

Languages: English, German, French, Italian, and Spanish.

Affiliations and Community Engagement

- President (2008) & Member of the Board of Directors (2005-2010), Washington Chapter of Community Associations Institute
- Member, Puget Sound Association of Legal Administrators (2003-present) (prior Co-Chair of PSALA Finance Committee)
- Member, Seattle Legal Marketing Association (2003-2009)
- Member, Board of Directors (2006-2009), Seattle Men's Chorus & Seattle Women's Chorus
- Volunteer (1989-2002), Special Olympics Germany and Austria