

Missions  
& Visions

SHEEHAN PHINNEY



Michael J. Lambert has been with Sheehan Phinney for more than 20 years, working as a summer associate in 1994 and joining the firm as an attorney the following year. He is a member of the commercial litigation group, with an emphasis on shareholder disputes, insurance, employment and intellectual property. Lambert has been the head of the Boston office for six years and a member of the firm's management committee for three years.

**Q: How would you describe your law firm's mission?**

**A:** We operate according to set a of five core values. They are: partnering with our clients as trusted advisors; understanding our client's businesses; being active within our communities and with charitable causes; operating efficiently to lower our overhead and cost structure to deliver value to our clients; and promoting a standard of excellence in everything we do.

**Q: What is your firm's greatest strength?**

**A:** We have excellent lawyers that are always accessible to our clients.

**Q: What practice areas do you see as having the most potential for growth in 2018, and why?**

**A:** We've seen an increase in cybersecurity and data breach issues and expect there to be continued growth in that area in 2018. In addition, the IP group continues to see exponential growth, and we don't expect that to slow down in the coming year.



Michael J. Lambert  
BOSTON OFFICE  
MANAGING  
DIRECTOR,  
SHEEHAN  
PHINNEY

**Q: As managing partner, what trends in management do you see as most likely to lead to substantive change in the legal profession?**

**A:** Like a lot of firms, we have witnessed the explosive growth of electronically stored information (ESI), with the increased cost and complexity of the e-discovery process not only in large-scale litigation but in

**A:** We have a lot of lawyers like myself who joined as a summer associate or as a new lawyer and are still here 20 or 30 years later. We have other lawyers who joined us and plan on finishing out their careers here. That speaks volumes about our firm. We are lawyers who enjoy practicing law with each other and doing sophisticated, interesting work for our clients.

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litigation in general. Many firms our size outsource these functions, but we've made an investment by acquiring and learning the technology, training the lawyers and staff to use the technology, and allocating resources to provide the benefits of this technology to the firm's clients.

**Q: How is technology changing the practice of law?**

**A:** Technology has made the link between clients and lawyers easier and quicker. We give clients our cellphone numbers. We want them to call us when they have a question or when an issue comes up, whether it's the weekend or the middle of the night. We believe clients deserve that access and timely response.

**Q: What do you see as the biggest challenge the legal profession will face over the next five years?**

**A:** Managing a multi-generational workforce is a challenge now and it will continue to be. We have four generations working side by side — that's about 50 years between the oldest and youngest lawyers — and soon we'll have Generation Z, those born after 1991, joining us. Succession planning is critical for our firm to continue to provide the breadth and depth of legal representation.

**Q: What do you see as the greatest opportunity the legal profession will face over the next five years?**

**A:** There will always be a need for excellent lawyers and outsourcing or alternative legal delivery is not going to replace that. We have an opportunity to embrace technology and efficiency while keeping the legal profession just that, a profession.

**Q: What is unique about your firm's culture? What sets you apart?**

**Q: The local legal community is well known for its commitment to “giving back.” What pro bono work does your firm do that you are most proud of?**

**A:** We are extremely active in charitable causes both in Massachusetts and New Hampshire, including United Way, Easter Seals, the Special Olympics and Meals on Wheels, just to name a few. We also hold an annual service day in the Boston office, and almost all of our lawyers do pro bono work.

PRACTICE AREAS

- BANKRUPTCY & CREDITORS RIGHTS
- COMMERCIAL LITIGATION  
(INCLUDING ELECTRONIC DISCOVERY EXPERTISE)
- CORPORATE LAW
- EMPLOYMENT  
(INCLUDING DATA BREACH/ CYBER SECURITY)
- ENVIRONMENTAL & ENERGY
- ESTATE PLANNING/FAMILY
- INTELLECTUAL PROPERTY  
(INCLUDING PATENT LITIGATION)
- REAL ESTATE  
(INCLUDING AFFORDABLE HOUSING)
- TAX

OFFICE LOCATIONS

255 State Street 5th Floor Boston, MA 02109 617-897-5600	1000 Elm Street 17th Floor Manchester, NH 03101 603-668-0300
17 1/2 Lebanon Street Hanover, NH 03755 603-643-3679	Two Eagle Square 3rd Floor Concord, NH 03301 603-223-2020