



**SCGLEGAL**®

A WORLDWIDE NETWORK OF LEADING LAW FIRMS

# New Partner Institute 2022

**FACULTY**

Business of Law and Business Development Program  
for SCG Legal Member Firms



Top 3 2021 and #1 Project Management, 2020 Mass Lawyers Weekly, Hall of Fame and Top 3 Management Consulting/Strategic Planning; 2020, 2019 National Law Journal's "Best Of" awards, Top 3 Lawyer/Law Firm Business Development Training and Coaching, 2018 Process Excellence Network Award: Best Business Transformation Project for the Legal WorkOut®, Legal Times "Best Of" 2021, 2020, 2019, 2018, 2017, and 2016



## CATHERINE ALMAN MACDONAGH, JD

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Catherine is an award-winning innovator who is known for consistently launching first to market offerings to the legal industry for nearly 30 years. She is driven by a passion to help people work even better together and to assist organizations in developing competitive advantages.

A former corporate counsel, legal technology marketing and sales professional, and law firm executive, Catherine now teaches and provides training and consulting services in the areas of process improvement, project management, service, operational, and process excellence, innovation, strategy, transformation, organizational development, business development, and key client growth.

A Legal Lean Sigma® Black Belt, certified Six Sigma Green Belt, and Accredited Partner of the Smart Collaboration Accelerator, Catherine is the CEO and a Founder of the **Legal Lean Sigma Institute**, which remains the first and only process improvement and project management certifications, courses, and workshops designed specifically for the legal profession.

Catherine created **Legal Lean Sigma®** to bridge the concepts employed so successfully in manufacturing for more practical and relevant applications to the unique aspects of the legal industry. She also invented both the multi-award winning **Legal WorkOut®**, a collaborative method of engaging in process improvement that harnesses the power of diverse, cross-functional teams, and **Legal Lean Sigma Design Thinking™**, an amalgamation of methodologies and tools used in process improvement and Design Thinking that unleashes creativity and produces rapid improvements.

Catherine is an adjunct professor at **Suffolk Law School** and **George Washington University** (Master's in Law Firm Management). She is a frequent guest lecturer at other academic institutions and a highly rated keynote and presenter at industry events.

A serial entrepreneur, Catherine also offers coaching, training, and strategic planning consulting services through her practice, **FIRM Guidance**, and is the Chief Enthusiasm Officer of **Mocktails LLC**, which offers training programs with a completely novel and experiential approach to networking training for lawyers and everyone else. The Mocktail program is used as a standing part of the curriculum at two business schools.

Catherine is also a founder of the **Legal Sustainability and Social Impact Movement (Legal SASI)**, the **Coalition of Professional Services Providers** and the **Legal Sales and Service Organization**, which has presented the annual RainDance Conference since its launch in 2003.

She is a member of the Association of Legal Administrators; she currently serves on the Professional Development Advisory Committee, and as a member of the Standards Review Committee, contributed to the development of the Uniform Process Based Management System's standard code set. She has a long service history with the Legal Marketing Association, including International Board, LMA New England Chapter President for two terms, co-chair of the Education and Sponsor Relations Committees, Annual Conference Advisory Committee and on many task forces.

Catherine lives in Bonita Springs, FL, USA and has three Havanese dogs. She is a sports fan and enjoys cooking, traveling, and spending time with family, friends, and smart, nice people. Catherine is deeply committed to engaging in volunteer work and, as a suicide loss survivor, has a particular interest in removing the stigma around depression and in preventing suicide. Her work in this area includes more than five years of service on the American Foundation for Suicide Prevention Greater Boston Board.

Currently, Catherine is supporting Legal Services Corp funded multi-year, pro bono projects involving four legal aid offices.

## Books

Author *Lean Six Sigma for Law Firms*

Co-author *The Woman Lawyer's Rainmaking Game*

Co-author *The Law Firm Associate's Guide to Personal Marketing and Selling Skills*

Contributing author

*Business Development for a New Legal Ecosystem*

*Design Thinking for the Legal Profession*

*Redefining Matter Management: A Best Practice Guide to Improving Processes and Profitability*

*The Lawyer's Guide to Strategic Practice Management*

*The Bigger Picture: Driving Client Value Through Collaboration*

*The Lawyer's Guide to Process Improvement*

*The Procurement Handbook*

## Honors and Awards

2021 named to American Lawyer's inaugural Trailblazer's list of "professionals who have moved the needle in the legal industry"

Fastcase50, which honors "the law's smartest, most courageous innovators, techies, visionaries and leaders;"

2018 Process Excellence Award for Best Business Transformation Project

Elected Fellow, College of Law Practice Management

Legal Marketing Association Hall of Fame (the association's highest honor)

Boston Business Journal's 40 Under 40

Two years on the prestigious MLF 50 (Marketing the Law Firm Top 50)

Multiple Legal Marketing Association Your Honor Awards



## KYLA SANDWITH

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**Kyla Sandwith** is a senior consultant, a scholar in residence and the Legal Lean Sigma Institute's connection to Canada.

Kyla is a lawyer and a certified Legal Lean Sigma® Process Improvement and Project Management Yellow Belt. She has a Masters in Law Firm Management and is the founder of De Novo Inc. a legal operations and technology consulting firm. Kyla is also a sessional instructor at the University of Calgary, Faculty of Law, teaching Leadership for Lawyers.

Kyla is a Fellow in the College of Law Practice Management. She incorporates her training, teaching, and consulting experience along with her keen interest in technology to help clients build customer-centric, streamlined, sustainable, and practical processes and solutions at the individual, team, and organizational level.

She is also eager to share and amplify her knowledge to help develop lawyers and legal organizations that are more agile, responsive, relevant, accessible, and valuable to their stakeholders and the community at large.

Kyla lives in Calgary, Alberta with her husband, three adorable (sometimes) kids, and their much-loved, long-suffering Cairn Terrier, Maggie.

## STRATEGY

Whether you are just starting out, growing, or switching directions, defining your strategy helps get you there faster and more efficiently.

## PROJECTS

We use legal project management and lean six sigma principles to get your project done efficiently and effectively.

We understand the barriers to the successful completion of projects in a legal environment, which means we can proactively address them before they derail your project.

## DEVELOPMENT

From individual coaching to keynote presentations, we are passionate about sharing our knowledge and empowering others.

We tailor our presentations to your audience and needs.

*Leadership  
Diversity & Inclusion  
Process Improvement  
Project Management  
Networking &  
Business Development  
Women & the Law  
Team Leadership*