

Edge International Welcomes Sam Coupland and Neil Oakes

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By Edge International



Left to right: Sam Coupland, Neil Oakes and Sean Larkan at the 2016 Edge Global Meeting, Hawaii

Edge International has extended its market-leading reach in Australasian legal-services consulting with the appointment as principals with the organization of Sam Coupland and Dr. Neil Oakes of FMRC, Australasia's leading professional development consultancy. They join Sean Larkan, Edge International's first Australasian principal.

Sam Coupland

For the past 15 years, Sam Coupland has worked exclusively with the legal profession, assisting firms in strategy development, practice planning, equity valuations and equity transfers. Tailoring each engagement to the specific needs of his client, Sam ensures that the firm's leaders understand exactly what steps must be taken to achieve pre-eminence in its chosen markets.

"Sam is considered the foremost authority on law firm valuations and performs more valuations than anyone else in Australia," said Edge International co-founder Gerry Riskin. "We look forward to providing our law-firm clients worldwide with access to Sam's robust valuation methodology to help them calculate accurate capitalization rates and assess the risk profile, cash flow and profitability of their firms."

Sam is also a frequent presenter on practice-management-related topics, delivering dynamic presentations through FMRC programs and professional conferences to hundreds of lawyers every year, in the areas of financial management, business development, succession planning, strategy, and people management.

Neil Oakes

A director of FMRC for 20 years, Neil Oakes, PhD assists law firms with strategy and profit growth, partner/director management and profit sharing, key talent management, management structures, and succession management consulting. He regularly conducts law firm planning retreats and helps large and small, private, corporate and government legal organizations to function optimally.

"Neil has been studying, measuring and reporting on Australasian law firm performance for more than two decades and brings with him unsurpassed knowledge of the industry and where it is headed," said Sean Larkan of Edge International. "He directs research and gathers data across a wide range of metrics including price, lawyer productivity, and the drivers of law firm profit. He brings great experience and depth of expertise to Edge."

Neil's day-to-day involvement with the legal profession includes the measurement and maintenance of performance through comparative-analysis benchmarking, profit improvement, and strategic reviews of law firms, in-house legal departments and public sector law offices. He helps partnerships to function well and assists firms with the management of staff, partner performance, and the daily challenges of managing a law firm.