

## Stephen Mabey

Stephen Mabey is a Chartered Professional Accountant and the Managing Director of Applied Strategies, Inc.

Seen as a forward thinker by colleagues and clients alike, Stephen works with small to medium-sized law firms, and occasionally individual lawyers, to develop practical, pragmatic solutions for their business challenges.



The combination of his financial training and 25 years of hands-on experience with law firm management enables Stephen to offer suggestions that are not only based on sound management theory – but also real-world experience.

### ***About Applied Strategies***

Applied Strategies has a long-term contract to provide senior management services to Atlantic Canada law firm Stewart McKelvey. In addition, Applied Strategies assists small to medium-sized law firms outside of the Atlantic Canada region.

Through Applied Strategies Stephen provides strategic action planning, crisis management, organization development, financial analysis, and private coaching to lawyers who are involved in law-firm management outside Atlantic Canada.

### ***Forward Thinking***

Part of the value Stephen brings is the ability to serve as a thought leader in what is a period of significant change in law practice management. Both Stephen's thought-process and his practical advice help his clients stay ahead of these changes – not merely respond to them.

### ***Additional Experience***

Stephen is a well-respected advisor and speaker within the Canadian legal community. In addition, he is a prolific writer. His articles on leadership, marketing, practice transitioning, and other topics have been published in a variety of legal industry periodicals throughout North America.

In his spare time, Stephen enjoys, golf, wine, BBQ, and spoiling his five children and three grandchildren.

For more information, visit [appliedstrategies.ca](http://appliedstrategies.ca) or connect with Stephen Mabey on LinkedIn at [ca.linkedin.com/in/smabey](https://ca.linkedin.com/in/smabey).

# **Stephen Mabey – Summary of Experience**

## **Applied Strategies, Inc., Nova Scotia – November 2008 to Present**

*Principal & Managing Director*

I am the founder and lead consultant in this firm that provides practical solutions, drawn from the learned experiences, continuous research and inquiry to today's business challenges. Our focus includes strategy and organizational direction, human resources and benefits, marketing, and technology. Currently, we also provide an outsourced executive planning and development function to Stewart McKelvey.

## **Stewart McKelvey, Nova Scotia – October 1986 to October 2008**

*Chief Operating Officer, January 1999 to September 2012 (last 4 years on an outsourced basis)*

Reporting to the Chair of the firm's Partnership Board, I was the first Chief Operating Officer for this 225-lawyer firm with six offices in Atlantic Canada. Currently, I direct the development and implementation of the strategic initiatives required to achieve the firm's goals and vision. My role has included considerable consensus-building in a traditionally individualistic-oriented environment. I have recruited, trained, supervised, coached, and mentored individuals in marketing, technology, knowledge management, and professional development roles.

*Director, Finance & Administration, Halifax, October 1986 to December 1998*

I supervised the administration of two Nova Scotia offices, including oversight of the Sydney office closure. I assisted in the development, implementation, and monitoring of a strategic planning process and oversaw the development of and compliance with financial controls, personnel administration, information systems, and expansion of facilities.

## **Transportation Industry October 1980 – September 1986**

Worked in various financial executive roles with union and non-union trucking operations.

## **Public Accounting Practice – May 1975 – September 1980**

Worked in CA firms both in Canada and United States obtaining my CA designation in December, 1977.

## **EDUCATION AND ACCREDITATIONS**

Bachelor of Commerce, Accounting – Saint Mary's University, Halifax, 1975

Chartered Accountant – New Brunswick Institute of Chartered Accountants, 1977