



## Paige Keith

Chief Financial Officer

Dallas

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**Paige Keith serves as the firm's Chief Financial Officer, bringing nearly 20 years of experience leading high-performing teams at national law firms. Prior to joining Lathrop GPM in 2019 as Director of Pricing, Paige spent close to 16 years at a mid-size national litigation boutique firm. There, she served in several capacities – as Director of Litigation Services, Director of Finance and Strategic Initiatives, and finally as Chief Financial Officer.**

This progression has allowed Paige to appreciate the importance of balancing both the day-to-day operational aspects of running a law firm with having a long-term strategic view and an eye toward the future. She also brings a unique client-focused perspective to the CFO role, which is especially important given Lathrop GPM's unrelenting focus on client service.

### Areas of Focus

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## Credentials

### Education

- Southern Methodist University, M.B.A, Finance, 2008, with honors
- Southern Methodist University, B.S., Mechanical Engineering with Biomedical Specialization, 1997

## Presentations

- Moderator, "Capitalizing IP Cost-Effectively: Sophisticated IP Counsel & Creative Pricing," ALM General Counsel Conference, April 19, 2023
  - Presenter, "Defending Your Profitability Model Against the Rigorous Cross-Examination of the Firm Partnership, The Mechanics of Law Firm Profitability: People, Process and Technology," University of Chicago, March 22, 2018
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## Publications

- Chapter Author, "Chapter 5: Developing and Defending a Profitability Model," *Emerging Approaches to Law Firm Profitability*, May 2018
  - Chapter Author, "Chapter 8: Mind and Heart – How to Promote the Necessity of Business Analytics in a Resistant Culture," *Business Intelligence and Analytics for Law Firms*, 2018
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## Professional Activities

- Legal Value Network
  - Education Committee, 2022