



The College of Law Practice Management

### **A Tribute To Kline Strong**

If the College did not exist and there was a newly created Hall of Fame of Legal Economics, the only ones to be inducted into the first class would be Kline Strong, Lee Turner, and Harris Morgan. What a triumvirate!

The College of Law Practice Management inducted its first class in 1994. Kline was nominated to be part of that class but his schedule did not permit his participation. In fact, it was not until 2000 that he could attend the induction ceremony and it was my privilege to introduce him and to present him with his certificate. It read in part "Kline Strong is one of the rare people to combine experience, expertise, and energy to lead lawyers toward efficient law practices."

Kline had an MBA and was a CPA, a lawyer, and a prolific author and writer. In 1959 he was writing for The Practical Lawyer. By 1962 he was a consultant and author for Law Office Economics & Management. In the late 1960's he published the first of many editions of Practicing Law Profitably. He developed a peg board system for timekeeping that was marketed under his Sans Copy trademark. He was the first person to earn a PhD in law office management and that groundbreaking work was published as A Scholastic Approach To Law Firm Management. He also wrote several monographs for the Economics Section of the ABA on time keeping, docket control, and word processing.

In 1971 I was privileged to attend a one week course in Kline's hometown of Salt Lake City along with several others who would have leadership roles in the ABA Section. That course featured multimedia presentations showing the operation of administrative systems for the law office, many of which were designed by Kline.

The highlight of that meeting came on the last day when he introduced substantive systems for handling testate probate, divorces, and organizing and operating small corporations. These were developed by Kline with the assistance of several students from the law school at the University of Utah. These systems illustrated the results of systems analysis applied to law practice by providing standardized procedures and forms to guide practitioners and their staff members in performing many of the repetitive but necessary tasks that arise in day-to-day law practice.

Those systems were made freely available for bar associations across the country and served as models for twenty or so systems written by lawyers in Texas, South Carolina, Washington, Oregon, Iowa, Illinois, New Mexico, and Michigan to name just a few. In their own way, this next generation of systems changed the practice of law in those states.

Kline was one of only two people I have known who spoke and wrote in the same voice. He lectured throughout America and in several foreign countries. Boiled down, his message was that by using standardized techniques and documents, law practice could be much more efficient and profitable.

Kline had an engaging personality and his "Aw Shucks" mannerisms and self-deprecating style belied his steel trap mind. Not very much passed him by. He will be missed.

Kline is survived by his wife, Sue, and by three children, Debra Ann Hutchison, Greg Strong, and Richard Strong, eighteen grandchildren, and several great grandchildren.

Jimmy Brill  
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