

## John W. Sterling

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John Sterling is Chapman's Chief Strategy and Practice Development Officer. John works with the Chief Executive Partner and the Policy Committee on strategic planning initiatives, with practice groups on practice development and management matters, and Chapman Practice Innovations on strategic growth and business development initiatives, among other projects.

John has over 25 years of experience in law firm strategy, practice development and management, and market research. He is the author of two books on law firm strategic planning and strategy implementation; is a contributing editor to *Strategy & Leadership*, a leading strategic management journal; and is a past president of the Association for Strategic Planning Chicago Chapter, as well as the Strategic Management Association in Chicago and the Strategic Leadership Forum.

Prior to joining Chapman, John served as Chief Marketing Officer for a leading intellectual property specialty firm. In addition, John worked for over 25 years as a management consultant, where he helped industrial and consumer product companies, health care and professional service firms, as well as not-for-profit organizations develop strategic and business/practice development plans and address specific practice management issues.

### Education

University of Illinois at Chicago, M.B.A, Strategic Management and Marketing, 1988

University of Illinois at Urbana-Champaign, B.S., Advertising, 1984