



MARC S. FRIEDMAN

Senior Executive Coach, Oxford
Strategic Legal Advisors

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EXECUTIVE COACH & STRATEGIC ADVISOR TO PROFESSIONALS ACROSS INDUSTRIES

DEEP COACHING EXPERTISE ROOTED IN REAL-WORLD LEADERSHIP

Marc brings nearly five decades of hands-on experience as a lawyer, law firm leader, and strategist to his work as an executive coach for more than a decade. A former partner at Dentons and a law firm managing partner, he has principally coached and counseled lawyers and law firms although he has had coaching clients in accounting, medicine, IT, finance, education, law enforcement, and entrepreneurship. His approach is grounded in the belief that effective coaching is rooted in understanding the realities of high-pressure professional environments, insight he has earned through personal experience “walking the walk”.

HOLISTIC PERSONAL & PROFESSIONAL DEVELOPMENT

Marc works closely with law clients to build tailored growth, leadership, and business-development plans that align with their strengths and long-term goals. He remains engaged as their ongoing strategic partner, providing candid guidance and acting as a trusted sounding board as they progress. His coaching spans leadership, management, mentoring, organizational skills, career advancement, client development, and navigating workplace challenges of all kinds.

ACCLAIMED BUSINESS DEVELOPMENT ADVISOR

Well-known for his business development coaching, Marc helps clients identify their natural BD style, build personalized market strategies, and prepare for high-stakes meetings through structured planning and role-playing. His work has delivered transformative outcomes from helping Big Law and smaller law firm partners materially increase annual originations to assisting professionals in building entirely new books of business. As examples, one lawyer increased his originations from \$200,000 to \$4.4 million, and another from zero to over \$4 million. His business development coaching has earned universal praise and five-star Google reviews.

COMMUNICATION & PRESENTATION SKILLS COACHING

Marc is also an experienced presentation coach who has helped professionals, particularly lawyers, become more confident, compelling communicators. He has published multiple articles on



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public speaking and has guided clients to measurable improvements in clarity, presence, and audience engagement.

GLOBAL PERSPECTIVE & PROFESSIONAL CREDENTIALS

Marc holds a B.A. degree in philosophy from The Johns Hopkins University and a J.D. (with Honors) from The George Washington University. He was an Editor of the Law Review and clerked for a U.S. Court of Appeals Judge. He has completed additional training in human relations at Fairleigh Dickinson University and coaching programs co-offered by Harvard Medical School. He is an active member of the Institute of Coaching (IOC) and the International Coach Federation (ICF), and his leadership experience includes serving as President of an international trade association engaging professionals across numerous cultures and countries.