



**SETH M. APPLE**

Firm Administration

Phone: 216.916.2525

[sapple@walterhav.com](mailto:sapple@walterhav.com)

## **EDUCATION**

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Ohio University, B.S.

Syracuse University College of Law, J.D.

University of Miami School of Law, L.L.M. Real Estate

## **RECOGNITION**

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Legal Marketing Association | Member of the Year (New York) | 2012

## OVERVIEW

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Seth is the Chief Marketing & Business Development Officer at Walter Haverfield. He works closely with firm leadership (business and legal) to identify, design and execute client-focused initiatives/programs, relationship/service enhancements, competitive/strategic intelligence functions, attorney and firm brand/visibility growth, and other high-impact marketing and business development efforts.

His experience as a former practicing attorney, and later a business/client development executive, provides a balanced perspective to his day-to-day job and industry related contributions. He was successful at building his own brand and business as an attorney, and much of what he advocates today comes from his personal application of suggested client-centric strategies – giving him real world experience on both sides of the table.

## PRESENTATIONS

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- SPEAKER | Legal Marketing Association National Conference – *Always Be Commercial – A Fundamental Lesson in Successful Business (and Career) Development*
- SPEAKER | Legal Marketing Association National Conference – *PR ♥BD – Will You Marry Me?*
- SPEAKER | New York County Lawyers' Association – *Business Development 101*
- SPEAKER | Business Development Institute Conference – *Social Media Summit for Law Firms*
- SPEAKER | Ark Group Competitive Intelligence in the Modern Law Firm Conference – *Using Social Technologies for Competitive Intelligence*
- SPEAKER | The New York City Bar Association Panel – *The Art of Schmoozing*
- MODERATOR | Metropolitan New York Legal Marketing Association – *Practice Group Marketing*
- MODERATOR | Metropolitan New York Legal Marketing Association – *The Future of Legal Marketing | Annual CMO Panel*

## AUTHORSHIPS

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- “In Baseball and In Business Development – It’s All About Pitching” | *Bloomberg BNA*
- “What General Counsel Really Want in a Law Firm” | *The National Law Review*
- “Beefing Up Your Lawyer Bio? What’s Appropriate?” | *Attorney at Work*
- “How Do I Ask For Business? How Do I Ask For Business?” | *Attorney at Work*
- “Send Out a Reverse APB” | *NYLMA News*
- “The Business Development W.R.A.P. Up” | *NYLMA News*
- “The Forward Button is a Tool” | *NYLMA News*

## ASSOCIATIONS

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- Association for Corporate Growth (ACG) Cleveland
  - Board of Directors | 2025-present
  - Akron Committee | Member | 2024 – present
- Akron Civic Theatre | Board of Directors | 2024 – present
- Akron Children’s Museum | Annual Fundraiser Emcee | 2023, 2024, 2025

- Revere High School | Public Address Announcer | Men's and Women's Varsity Lacrosse | March 2023 – present
- Revere High School Sports Boosters | Annual Fundraiser Emcee | 2024, 2025
- Legal Marketing Association – Midwest
  - Member | October 2021 – present
- Legal Marketing Association – Northeast
  - President | January 2015 – January 2016
  - Board of Directors | January 2014 – January 2017
  - Metro NY Local Steering Nominating Committee | Chair | July 2016 – September 2016
  - NE Regional Board of Directors Nominating Committee | Member | February 2016 – July 2016
  - Communications Committee | Co-Chair | January 2012 – January 2014
  - Member | January 2010 – September 2021
- Legal Marketing Association – International
  - National Board of Directors Nominating Committee | Member | April 2015 – September 2015
  - Strategies Journal Editorial Committee | Member | January 2013 – January 2014
  - National Board of Directors Nominating Committee | Member | April 2015 – September 2015