



## MICHAEL M. BOONE

PARTNER  
HAYNES AND BOONE  
DALLAS  
69

MARK GRAHAM

Michael M. Boone is a leading deals lawyer in Texas who co-founded Haynes and Boone, helped build it into one of Texas' largest firms and devoted countless hours to the issue of public school finance.

Boone is a force in North Texas with a corporate, securities and mergers-and-acquisitions practice, and a blue-chip client list. He has worked on some of the biggest Texas deals of the past 25 years. He represented the Perot family in Dell Inc.'s acquisition of Plano-based Perot Systems for about \$3.9 billion in 2009. He represented ClubCorp Inc. of Dallas when it was acquired in 2007 by KSL Capital Partners of Denver for about \$1.8 billion. Other transactional clients include Trinity Industries Inc. of Dallas and special board committees for Texas Genco Holdings Inc. of Houston and Centex Construction Corp. of Dallas.

Boone says he is reaping the rewards of relationships he has built during his 40-plus years as a deals lawyer in Texas. "Directors of big corporations are my peers. The retirement age of most boards are 72, 75. . . . After Sarbanes-Oxley, the board members became more decision-makers in hiring lawyers," he says.

However, Boone says he's most proud of building Haynes and Boone. The firm has grown to 530 lawyers in 12 offices since he and Richard D. Haynes founded it in 1970.

Boone, a 1967 graduate of the law school at Southern Methodist University, says he knew culture would be important to forming a great firm, so he studied best practices at other firms before there

were seminars or publications about firm management.

When talking about his firm's culture, Boone says, "It's hard to replicate; it's like water to a fish, and it's a market differentiator. . . . Our firm's primary objectives have always been to look out for the best interests of our clients and to have great lawyers and a great work environment. When you achieve these ends, the economics take care of themselves." He adds, "We aren't an 'eat what you kill place.' We aren't going to let money be our No. 1 driver."

Just as he studied firm management, Boone was a student of deal-making, learning from the person on the other side of the table. He understood early on that a good negotiator must know when to walk away.

"Part of that is delivering a 'no,' that you aren't bluffing. I've seen great lawyers who can deliver that message," he says.

Since 1990, when he was a member of the Highland Park board of education, Boone has worked privately to help persuade legislators to institute a system in Texas to provide equitable public school funding. While not a lobbyist, Boone says he expects to continue his role in the debate over public school financing during the 82nd session of the Texas Legislature in 2011.

"I'm a big proponent of public schools. . . . The biggest fear I have is Texas turns its back on public schools," Boone says.

