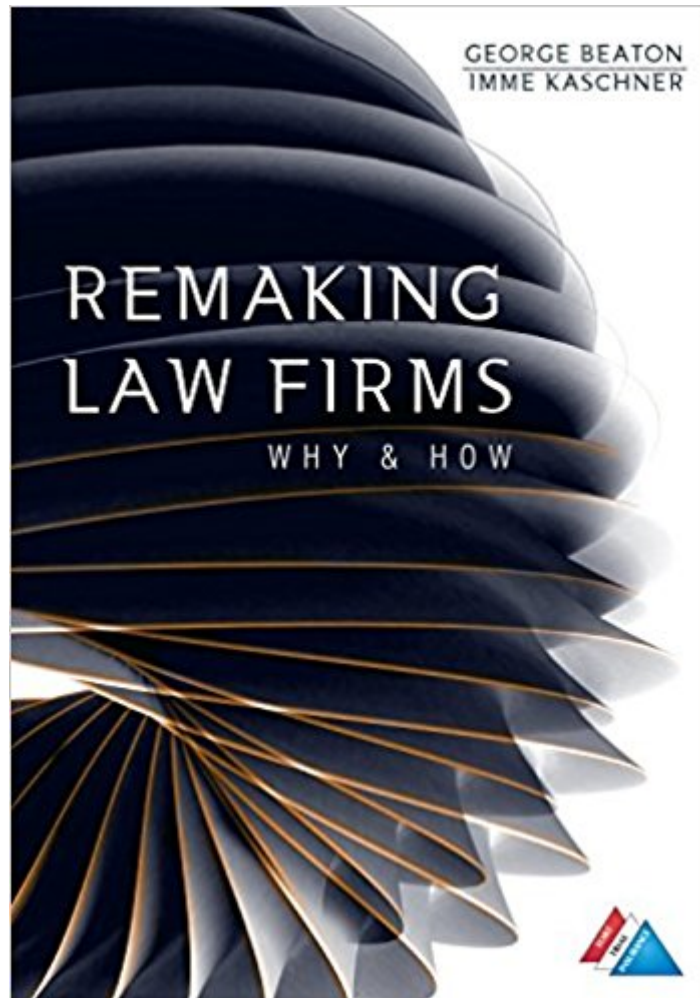




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Remaking Law Firms: Why And How



Synopsis

The traditional law-firm business model has delivered technically excellent service at seemingly whatever cost. But the times have changed, with the global financial crisis only accelerating the price-down pressures, commoditization, and client demand for efficient, business-relevant services. To respond, law firms will have to go beyond cutting costs while preserving the general way they win work, produce work, and govern themselves. Law firms need to adopt business models that are better adapted to serve their clients not just today, but well into the future. To succeed under the changed circumstances, law firms need to remake their business models in accord with the needs of their commercial clients. This book provides examples of innovative and successful business models from remade law firms. Ultimately, this book is meant to fuel a desire for change in law firms that goes beyond thinking and planning, and leads straight into the messy, frustrating, exciting world of implementing change, and ultimately to better client service.

Book Information

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Customer Reviews

George Beaton does not speculate; based on his own and third party market studies, listening to the opinion of experts and major players in the legal industry and with his vast professional experience, he dares to sketch the future of the legal services sector. If you are curious about how clients will look in 2025, or how they will satisfy their legal needs, the answers are in this book. What can a traditional law firm do to stay in business in the mid- to long-term? Beaton and Kaschner not only explain in great detail, illustrated with case studies, the most advanced law firm management trends, but they also provide an unprecedented taxonomy to describe them unambiguously, identifying their characteristics and competitive advantages, as well as the challenges to overcome,

to achieve their implementation. The role of technology is a key factor in the law firm transformation process. Especially for those lawyers who do not bill by the hour, the only way to preserve quality of service (and thus clients) and still maintain a profit margin, it is through the use of appropriate technologies that support efficiency. But it is not just about using technology to "keep the law firm office afloat". Technology can be a differentiating element of a law firm at a time when there are still few who understand that in our business, the business of knowledge, the information technologies are the most powerful weapons with which to equip our offices and provide value to our clients. Are you curious about what Axiom is really doing? Does it represent a threat to law firms or is just the opposite? Perhaps an alliance with Axiom could mean the difference between winning or losing a RFP.

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