

Virtual Law Firms: Is It An Option For You?

**2018 Managing Your Success:
Practice Management at the Next Level
February 9, 2018**

Presented by Wei Wei Jeang



GRABLE • MARTIN • FULTON PLLC

GENERALCOUNSELHUB.COM

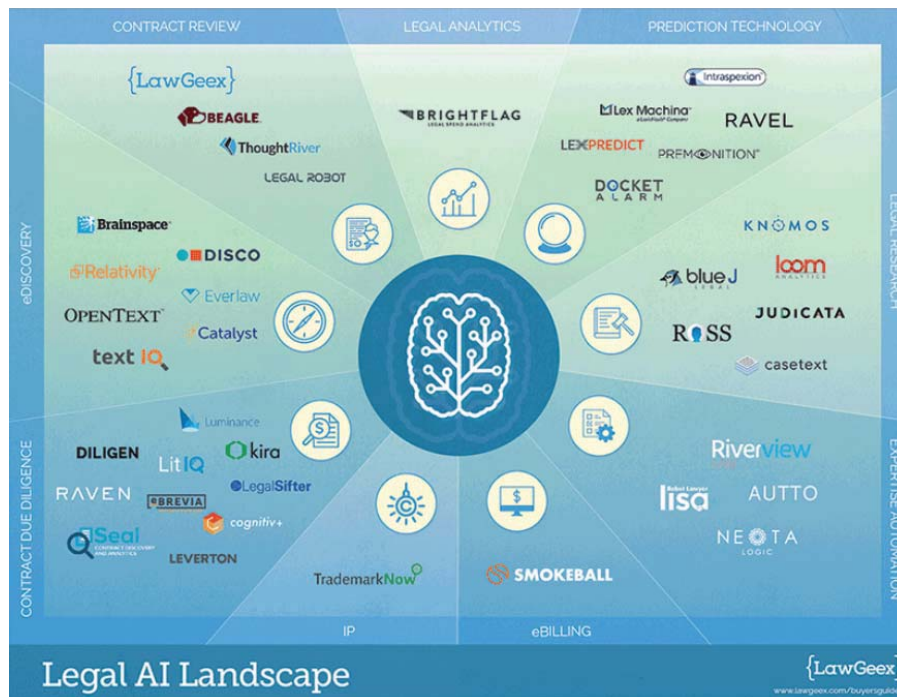


What's Happening?

- Commoditization of legal work
- Bringing work in-house
- Offshoring legal work
- Automating legal work



What's Happening?



Copyright 2018 Wei Wei Jeang



What's Happening? (Cont'd)

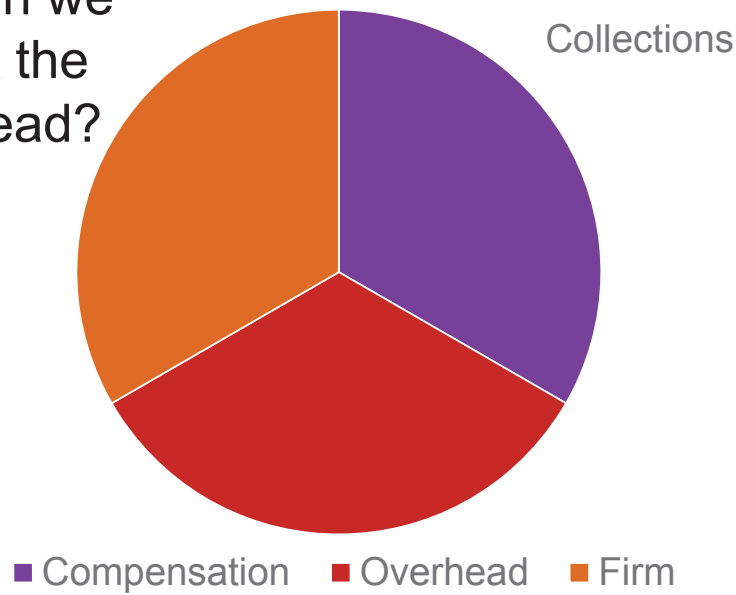
- Downward pressure on legal fees
- Demand for more value and efficiency
- Upward pressure for associate salaries

Copyright 2018 Wei Wei Jeang



~~The One-Third Rule~~

How can we
Shrink the
overhead?

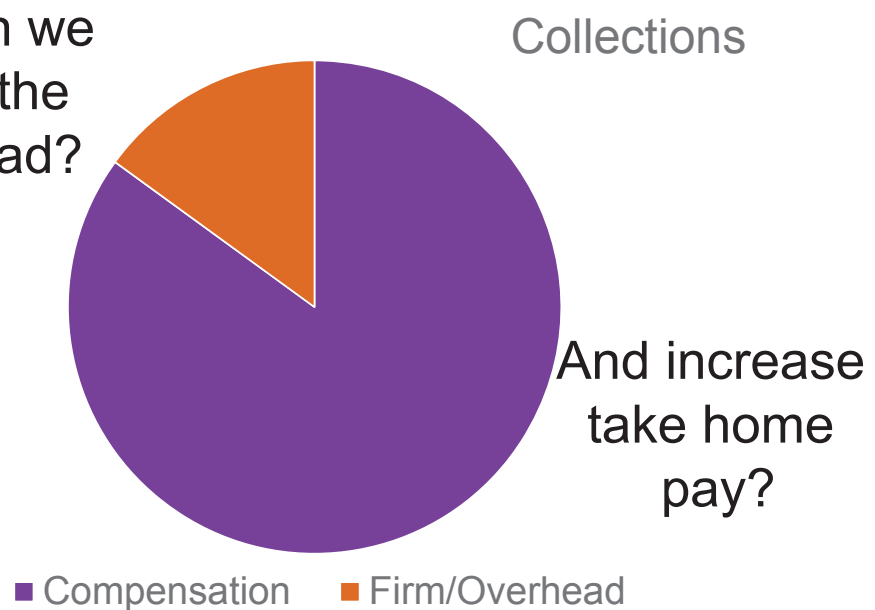


Copyright 2018 Wei Wei Jeang



~~The One-Third Rule~~

How can we
Shrink the
overhead?



Copyright 2018 Wei Wei Jeang

Find the full text of this and thousands of other resources from leading experts in dozens of legal practice areas in the [UT Law CLE eLibrary \(utcle.org/elibrary\)](https://utcle.org/elibrary)

Title search: Virtual Law Firms: Is It An Option For You?

Also available as part of the eCourse

[Hooked on CLE: December 2018](#)

First appeared as part of the conference materials for the
2018 Managing Your Success: Practice Management at the Next Level session
"Virtual Law Firms: Is It An Option For You?"