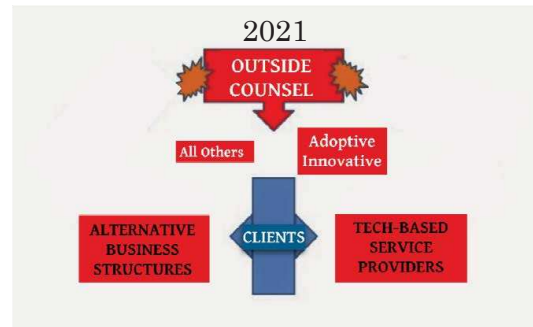


30 *Tech* Tips for Your CREF Practice



50th Annual William M. Gibson
Mortgage Lending Institute

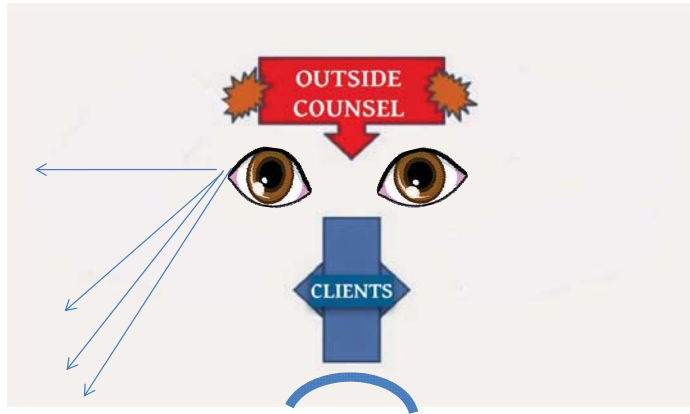
Keith H. Mullen
Higier Allen & Lautin

Here's a Face We Know & Love

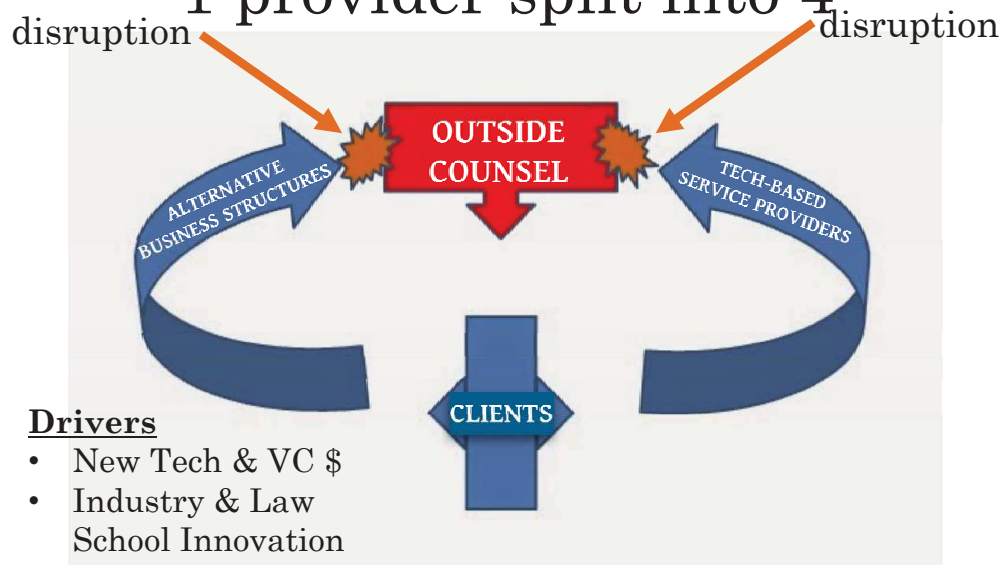


BUT it is
changing . . .

- Where have all of the leases & lease reviews gone?
- On CRE purchases, who is doing the due diligence & file reviews?
- Who is doing the entity formation & on-going contract work?
- And, what happened to all of the banking lawyers?

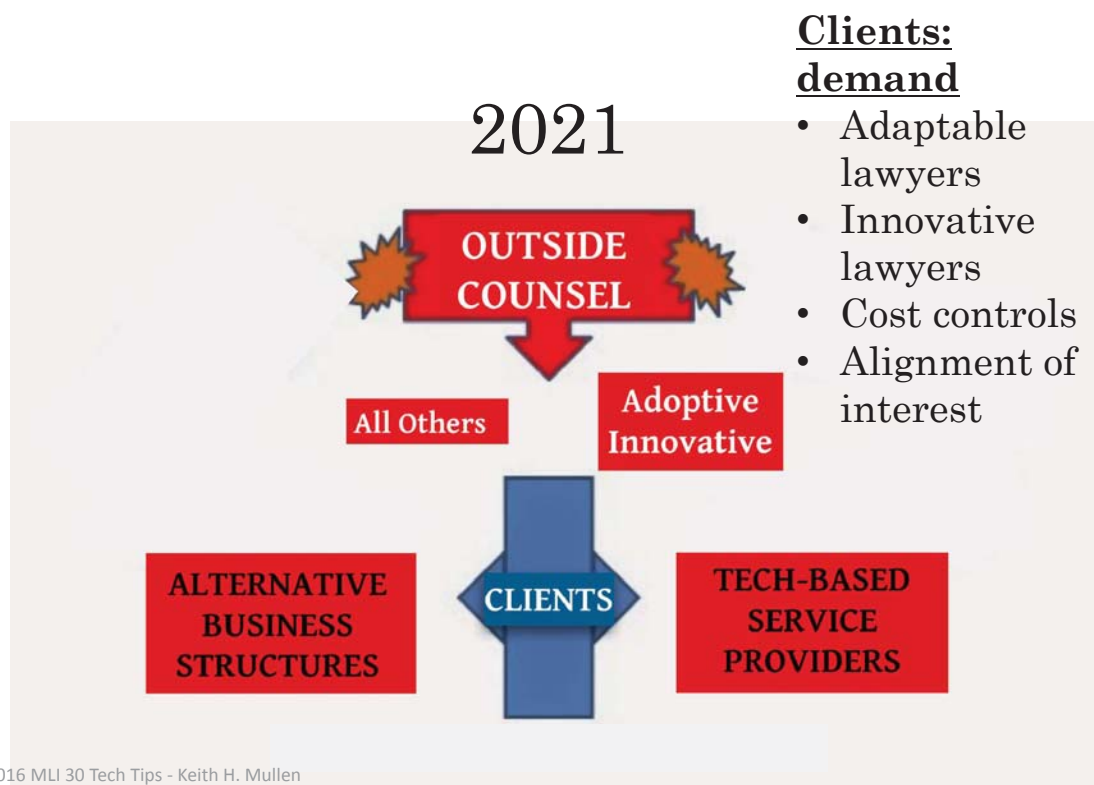


Trending Toward 2012 - 1 provider split into 4



Drivers

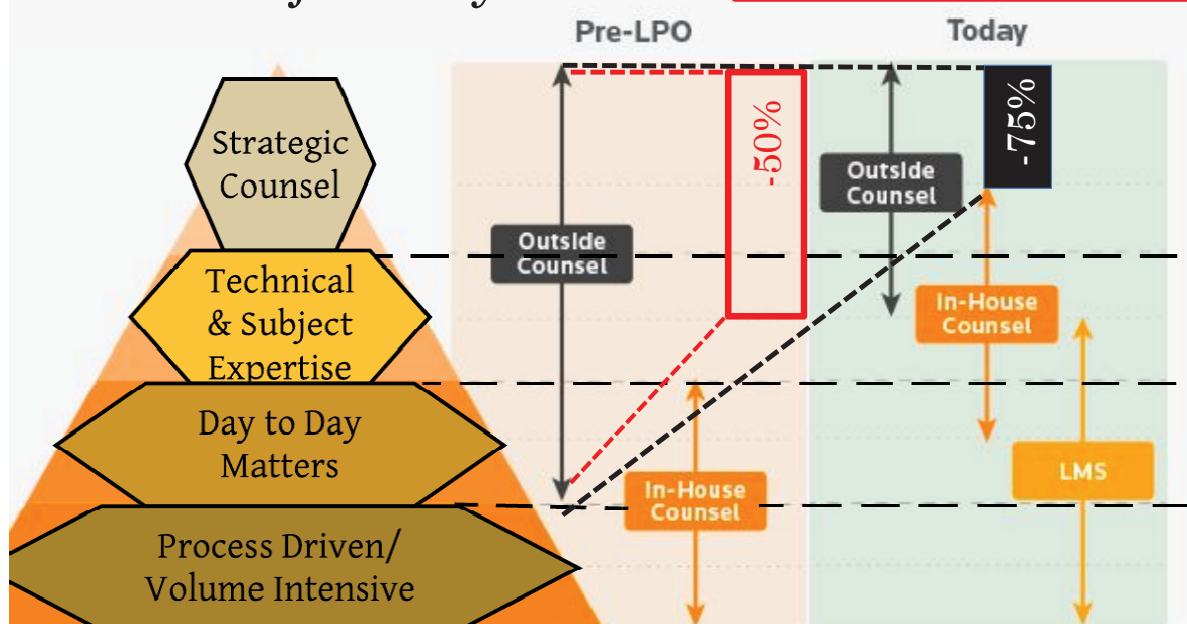
- New Tech & VC \$
- Industry & Law School Innovation
- Pricing



Thomson Reuters: Impact of the Two New Major Players

• Exclusive Work: minus 75%

• Scope: minus 45%



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"Thirty Tech Tips for Your CREF Practice"