

# Virtual Law Firms: Is It An Option For You?

2018 Managing Your Success:  
Practice Management at the Next Level  
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Presented by Wei Wei Jeang



GRABLE · MARTIN · FULTON PLLC

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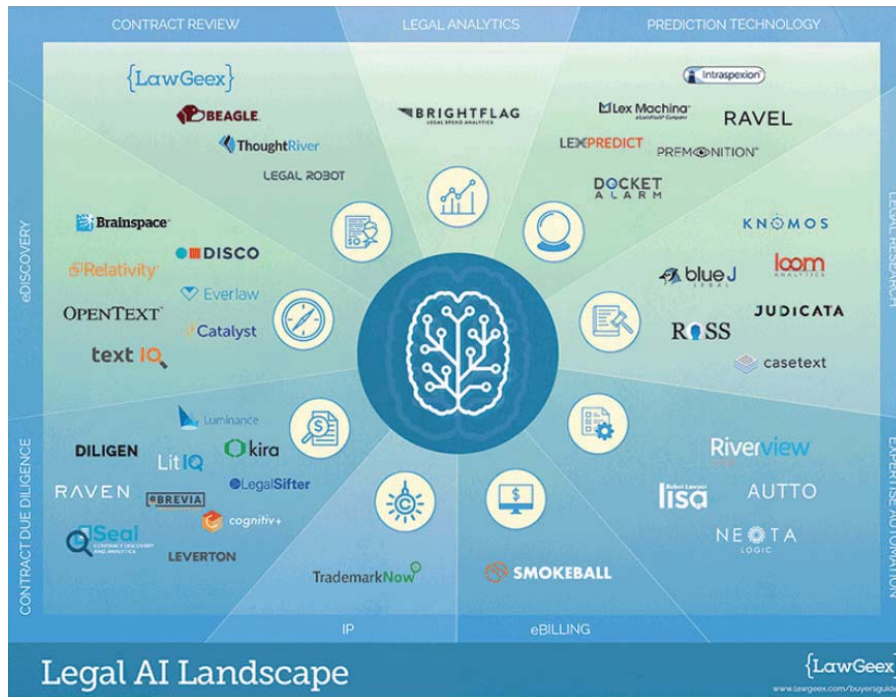


## What's Happening?

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



# What's Happening?



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# What's Happening? (Cont'd)

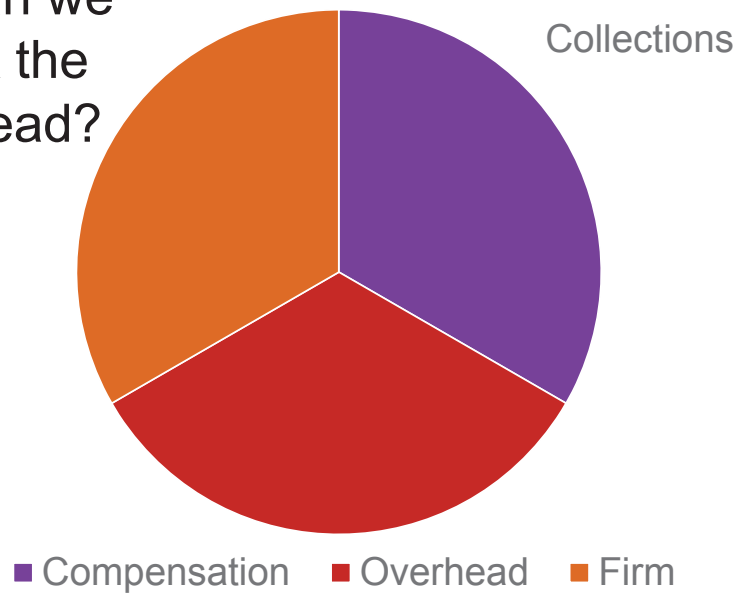
- Downward pressure on legal fees
- Demand for more value and efficiency
- Upward pressure for associate salaries

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# ~~The One-Third Rule~~

How can we  
Shrink the  
overhead?

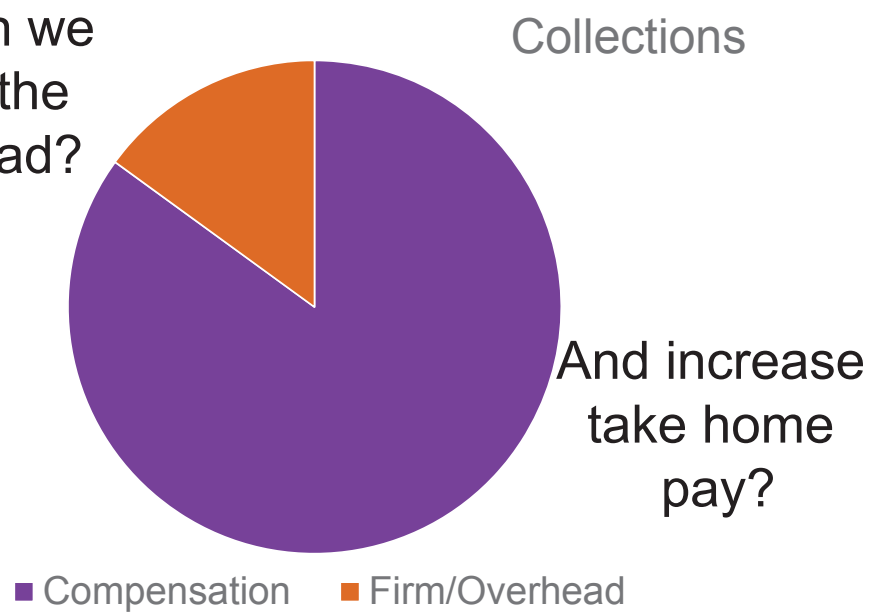


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