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

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GRABLE · MARTIN · FULTON PLLC



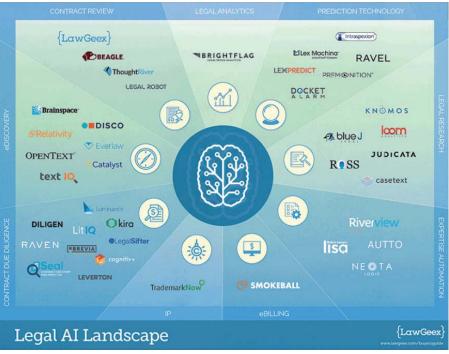
## What's Happening?

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

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## What's Happening?



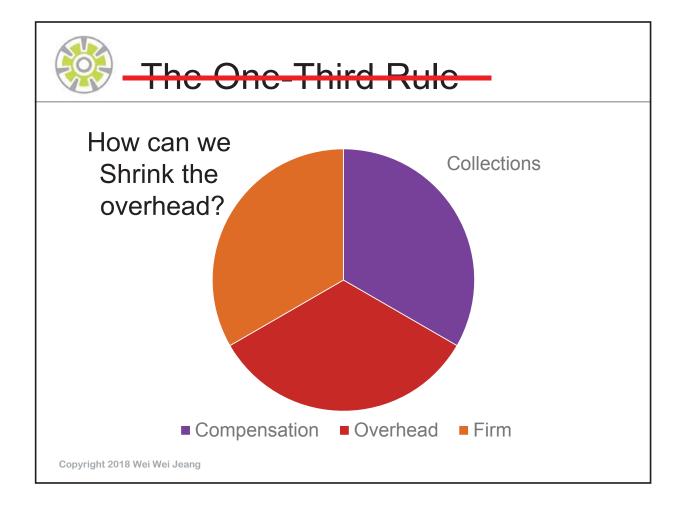
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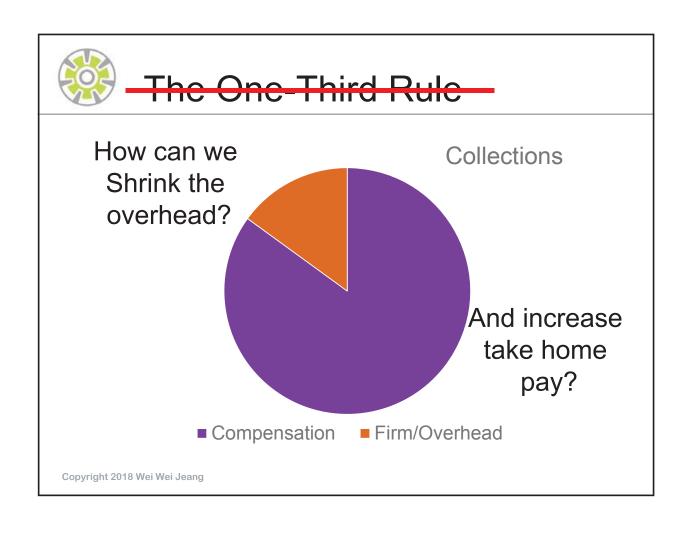


## What's Happening? (Cont'd)

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

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