

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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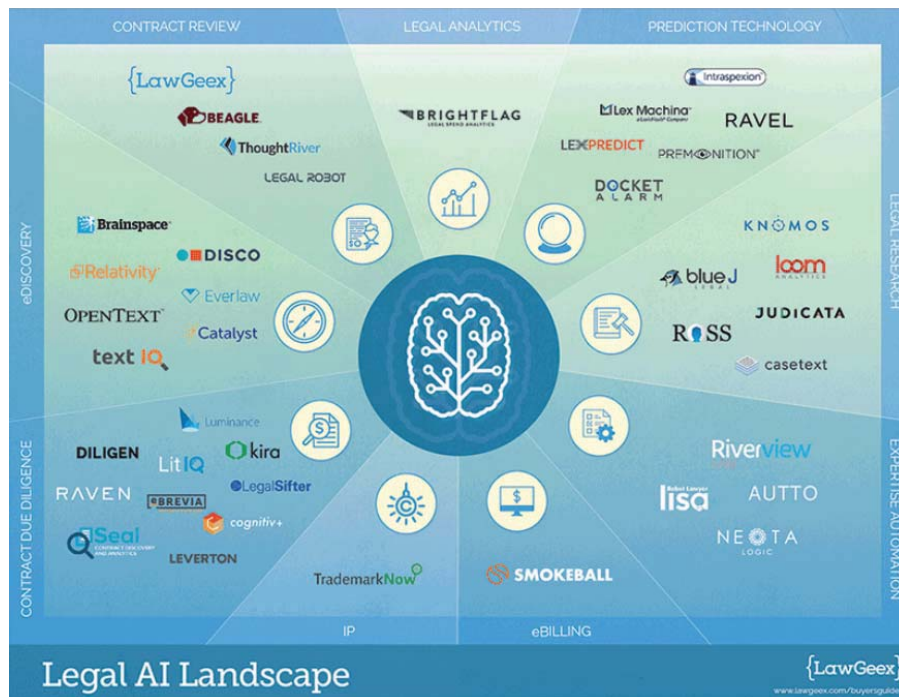


What's Happening?

- 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)

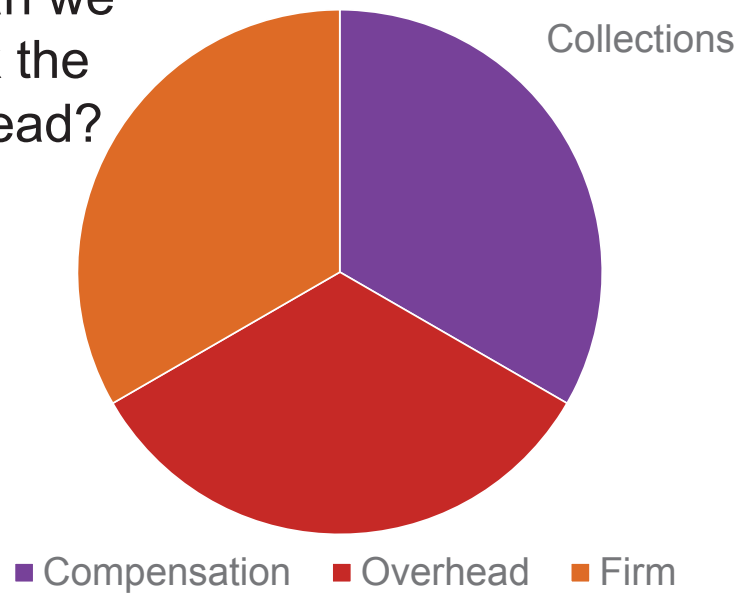
- Downward pressure on legal fees
- Demand for more value and efficiency
- Upward pressure for associate salaries

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~~The One-Third Rule~~

How can we
Shrink the
overhead?

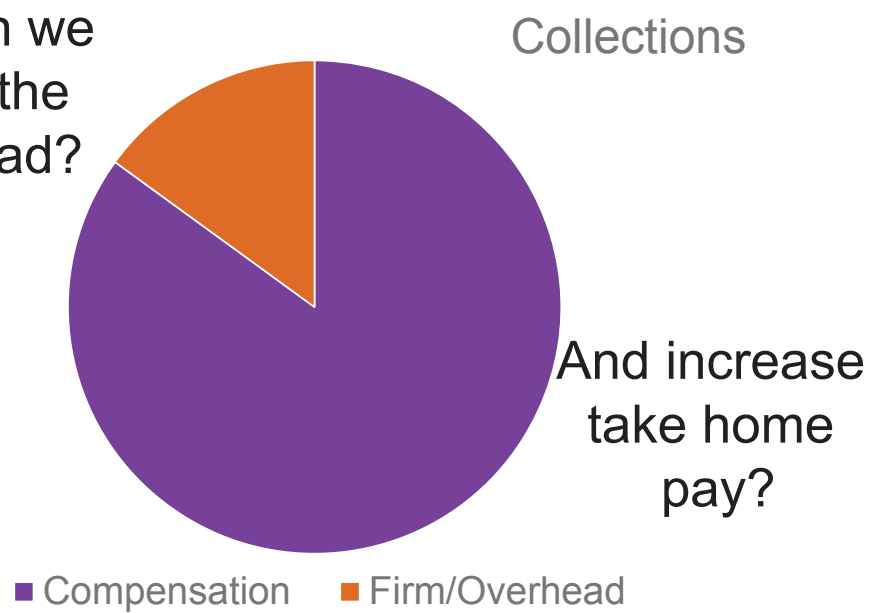


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