

# Back to the Future



THE NEW PRACTICE OF LAW



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The future is hard to predict...



- My track record is not good!



# ● Norton Rose Fulbright offices...



\*associate office

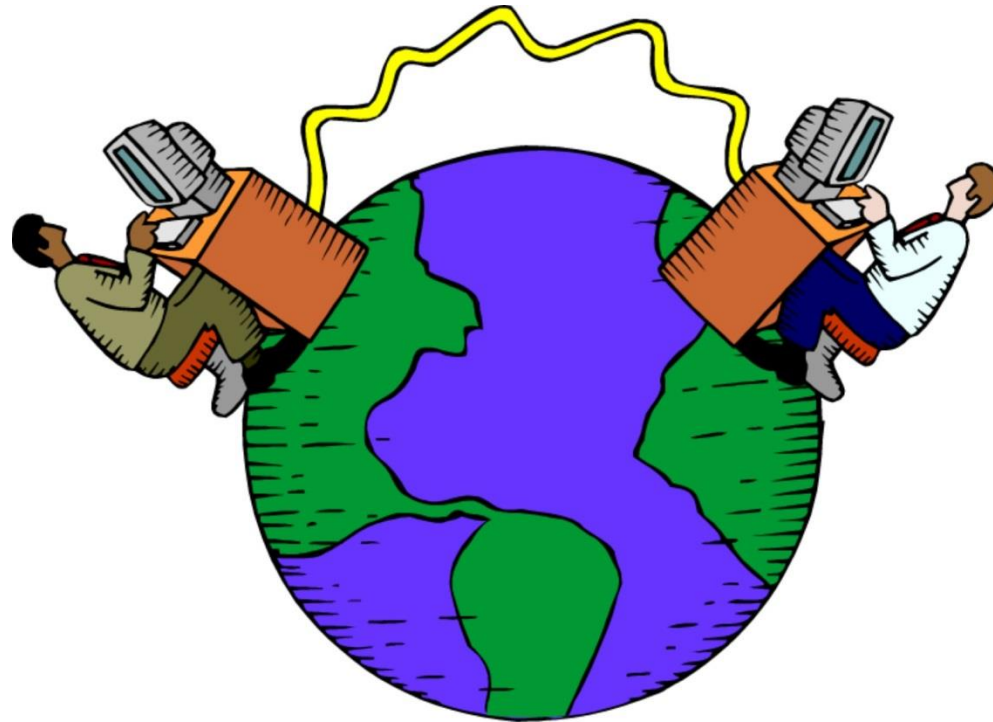
# 7 Drivers of Change



# #1 Mobility



# #2 Technology



## # 3 Competition authorities





# # 4 Access



- CBA Envisioning Equal Justice Report
- National Action Committee on Access

# # 5 Government



- Big Mistakes
- 24 hour news
- and..

- External oversight



- # 6 driver of change is...

# Volume of Law



- CanLII adds 9000 new Canadian cases every month;



## #7 Conflicts

- Changing the way we deliver legal services,
- how we organize ourselves;
- And ...how we litigate:

- Canadian National Railway Co. v. McKercher



Where exactly are they driving us to?





# Continuous Learning

- MCPD
- Does it work?
- Is it enough?
  
- Or...





# New Billing Models

- Value based billing
- Fixed fee

- **Cometh The Hour by Riverview Law**

[Cometh the Hour by Riverview Law - Video Clip](#)

# Wevorce



The image shows a screenshot of the Wevorce website. At the top left is the Wevorce logo, which consists of the word "wevorce" in a lowercase, sans-serif font next to a green leaf icon. To the right of the logo is a navigation menu with the following items: Home, How it works, Services, Locations, About, and a phone number: 415.999.2200. Below the navigation is a large video player. The video has a light blue background with the text "Don't divorce, Wevorce." in a large, bold, black font. Below this text is a smaller paragraph: "Ending a marriage doesn't have to be like it doesn't have to cost months of courtroom drama. Or destroy relationships with your kids." Below that is another line of text: "There is another way. A better way." followed by a link: "THE WEVORCE WAY >". The video player shows a woman with dark hair, wearing a dark top, smiling and looking towards the camera. The video player interface includes a play button, a progress bar, and the Vimeo logo in the bottom right corner.

wevorce

Home How it works Services Locations About 415.999.2200

## Don't divorce, Wevorce.

Ending a marriage doesn't have to be like it doesn't have to cost months of courtroom drama. Or destroy relationships with your kids.

There is another way. A better way.  
[THE WEVORCE WAY >](#)

▶ 0:00 / 1:00 Vimeo

# Ownership



- Alternate business structures
- Fee sharing

The **co-operative** legal services

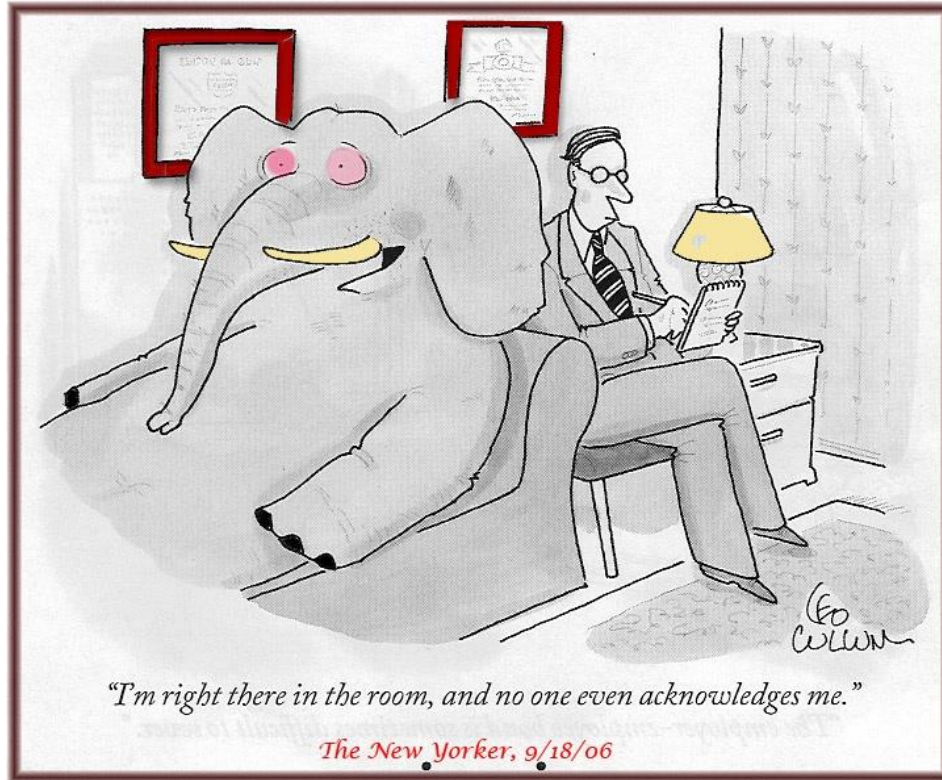


# Education



- Ontario...





*"I'm right there in the room, and no one even acknowledges me."*

*The New Yorker, 9/18/06*

# New Competencies



- Risk management
- Cost/benefit analysis
- File management
- Coding??

# Litigation

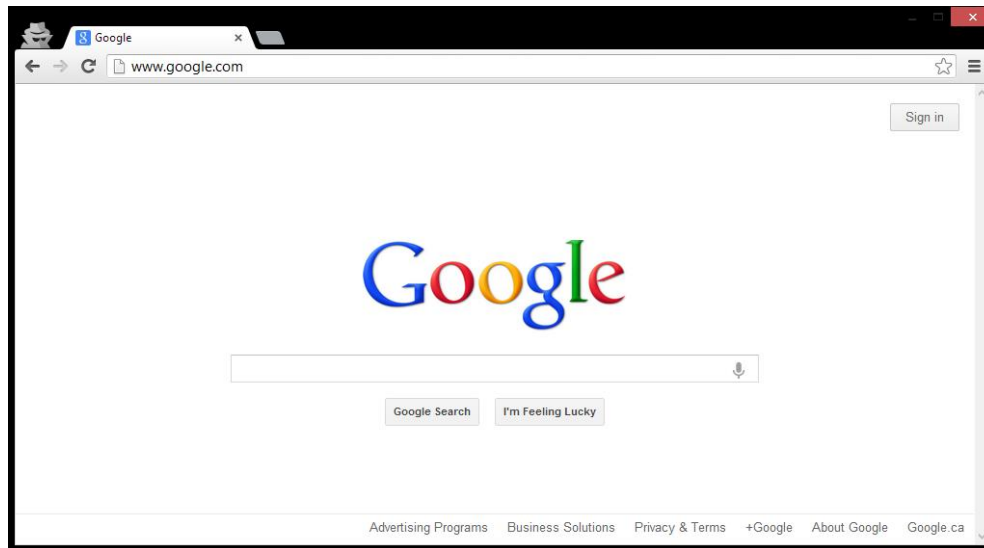
- Public
- Slow
- Expensive
- Unpredictable



# New Competitors



- Paralegals
- Title insurers
- CAs
- Trust companies
- Off shore
- Near shore
- Rocket lawyer



# Demographics







# Other Ideas?



- Legal insurance?
- Specialists?
- Lawyer as a Brand?



- C'est Tout !
- Questions ?

