The Future of the Legal Profession: Making Strides with Technology

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Roadmap

- About Our Practice
- Why We Need the Cloud
- How the Cloud Puts Money In Our Pockets
- Cloud-Based Ecosystems
- Essential Online Apps
- Paperless Trust Accounting



About Our Practice

Practice

- Mobile, paperless law practice; clients in multiple cities;
- We do the marketing, IT, accounting, and legal departments;

Today's Goals

- Make you less afraid of using web technologies to make your practice more efficient.
- Be nimble, responsive, and profitable, and do it securely.

Issues With Traditional Paradigm

- Hardware
 - -Obsolete almost immediately.
- Software and Support
 - -Constant high cost of maintenance and updates.
- Backups
 - -Tape, drives, or other esoteric "solutions" are only as good as your last backup; performance issues.
- Physical Office Space
 - -Multi-year leases; high fixed costs; lack of mobility.
- Receptionists
 - -High fixed costs; inefficient use of resources.
- •Paper, Paper, Paper!!
 - -OMG, OMG, OMG!!
- Document Management Systems
 - -Version control, searching, backups, growth.
- Phone Systems
 - -Fixed costs, same issues with hardware.
- Billing Systems
 - –Downtime incurred in order to get bills out the door and get paid.

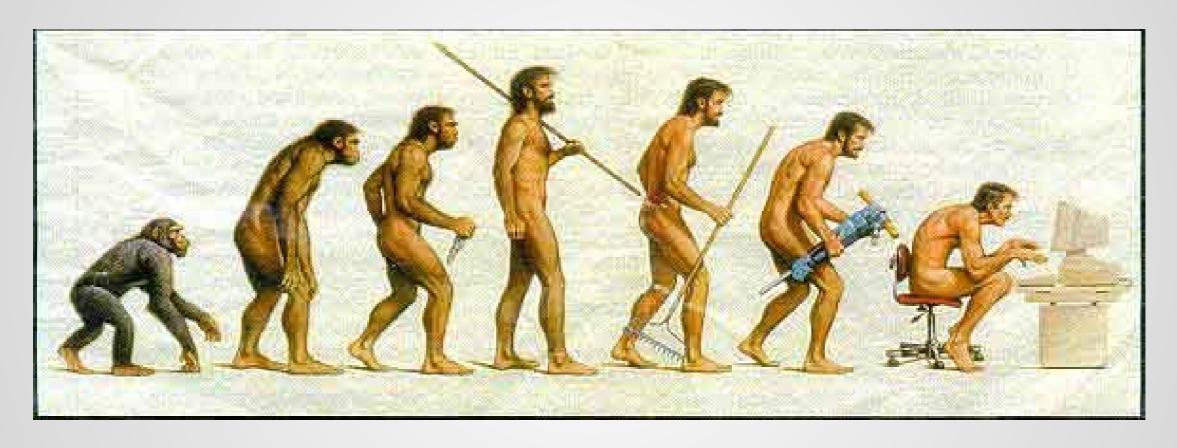


Modern Trends

- Speed of Services
 - Be nimble, respond to clients' needs, turn on a dime.
- Mobility
 - Meet clients where convenient; don't get bogged down by an office; don't compromise where you want to set up shop
- Less/No Paper
- Accessibility to the Lawyer
 - Schedule phone calls automatically; respond via email.
- Leveraged Technology
 - Don't buy obsolete hardware; IT services are outsourced to the Cloud.
- Appropriate Resources
 - Pay your skilled staff for billable services, not answering phones or making coffee.
- Efficient Billing
 - Get paid and reduce receivables. Be cash flow positive on your first month.

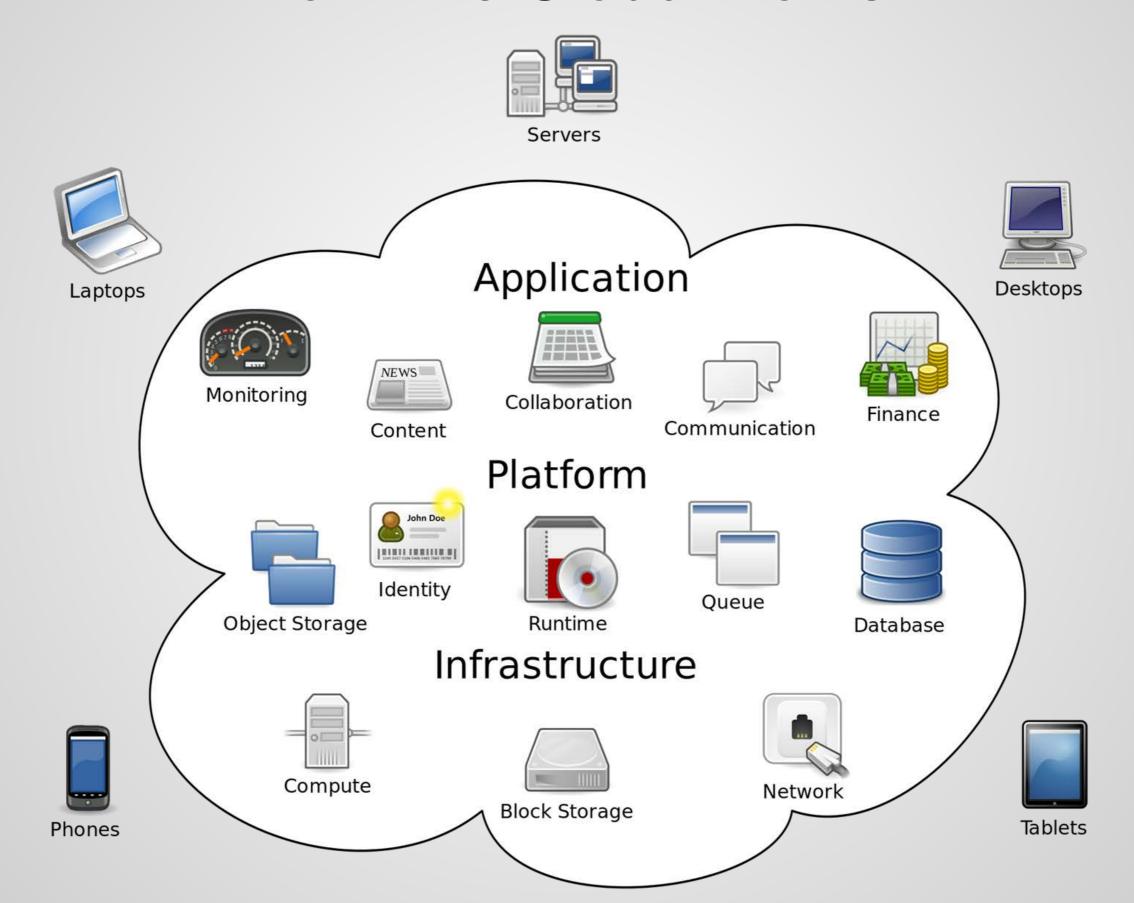
The Cloud - Defined

•Cloud computing is computing delivered as a service over the Internet, with less need for software on your computer



- The philosophy of the Cloud:
 - How you get your work done
 - Elasticity of resources
 - Ease of having access to those resources
 - User-determined scalability

How The Cloud Works



Pros and Cons

Pros

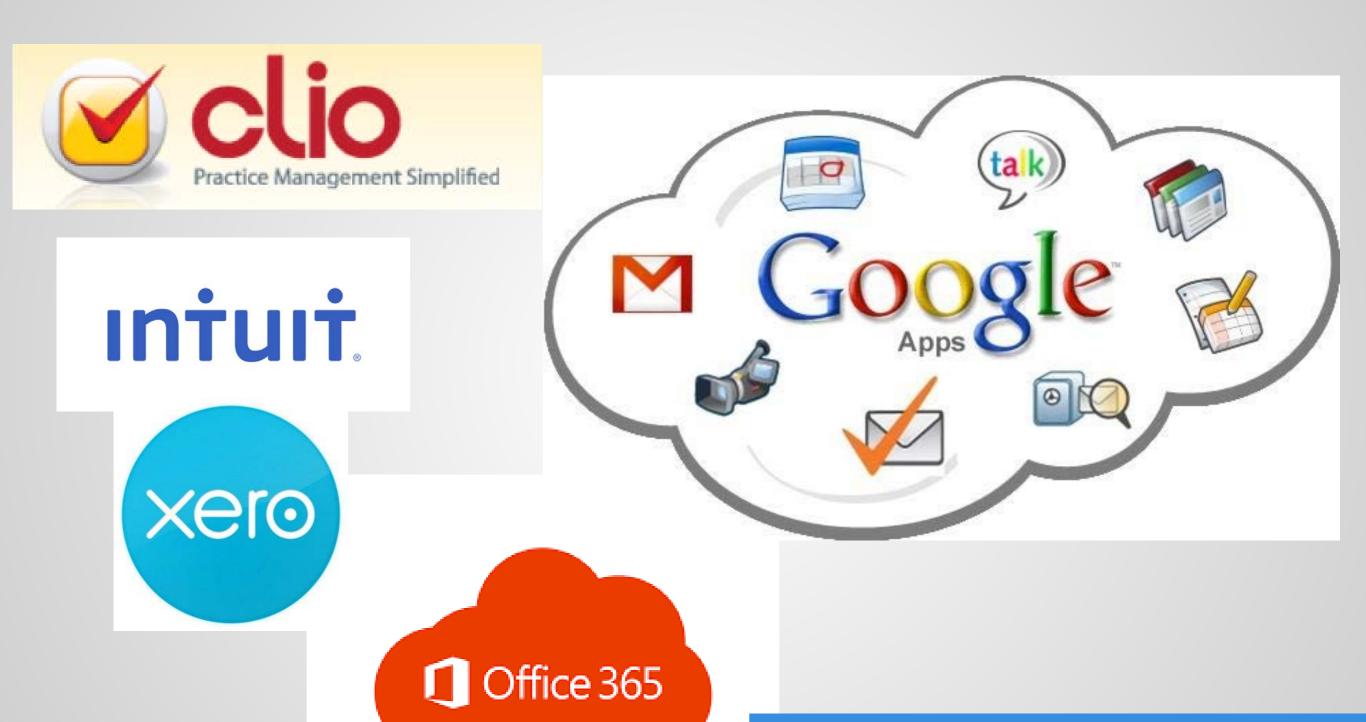
- Reduced upfront costs (IT, software)
- Enhanced security
- Hurricane ready, low downtime
- Personal choice; OS and device agnostic
- Access data anywhere
- Productivity tools for remote teams
- Connectivity with clients
- Back up your data
- Cloud services talk to each other
- Innovation

Cons

- Dependent on Internet
- Higher fixed costs
- Who owns the data check
 Terms of Service
- You are only as reliable as the service you use
- Multiple services may not talk to each other
- Hackability of your data
- Web apps not as flexible or powerful
- Back up your data



Tools Of The Cloud For Lawyers



PRACTICEPANTHER

Practice Management

 Practice management is software that combines your

- -Calendar
- -Task List
- -Contacts





And adds communication and time entries...



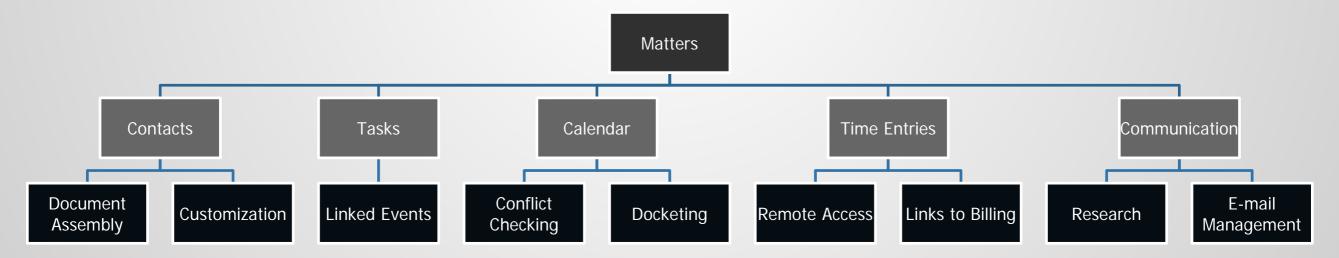






Practice Management

•Most importantly, practice management software focuses on Matters, thinks like you think, and gets out of your way, allowing you to manage the multiple areas of your practice.



Cloud Services

- Time, Billing, and Practice Management
- Communications and Calendars
- Phone Systems
- Legal Research
- Office Space
- Document Management
- Hardware and Software
- CRM, Note Taking, Utilities

Pitfalls to Avoid

- Long-Term Contracts
- All-in-one hardware
- Paper
- High fixed costs
- Lack of portability be able to ditch any service you don't like and easily take your data with you

Reduced Fixed Costs

- Legal Research
- Hardware
 - –Consider longevity of your hardware as part of your fixed costs.
- The lower your fixed costs, the higher the likelihood that you will succeed.

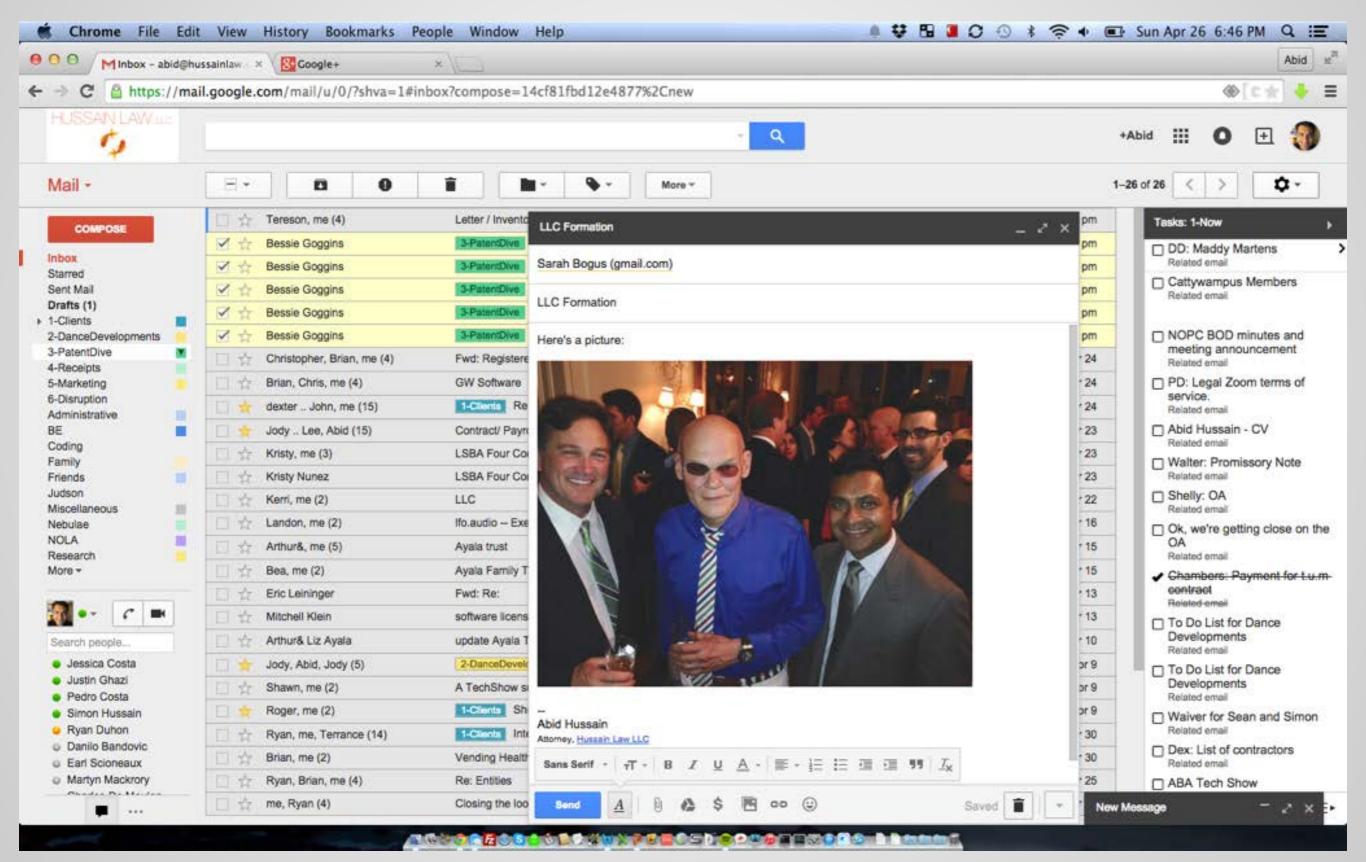
Old vs. Cloud

Hardware	\$2,500.00	Clio	840.00	
Software + Maintenance	\$2,000.00	Communications	235.00	
Backup	\$1,000.00	Receptionist (most expensive plan)	9,228.00	
Office Space	\$12,000.00	Phone	1,500.00	
Receptionist	\$28,000.00	Office Space	6,000.00	
Paper	\$2,000.00	Document Management	1,700.00	
Phone System	\$3,600.00	Backups	360.00	
Billing (Accounting and Collections)	\$2,000.00	CRM, Note Taking	240.00	
Malpractice Insurance	1500.00	Malpractice Insurance	1000.00	
FIXED COSTS	\$54,600.00	FIXED COSTS	21,003.00	
1st Year Net Income	\$36,000.00	1st Year Net Income	\$36,000.00	
Firm Revenue	\$90,600.00	Firm Revenue	\$57,003.00	
Monthly Target	\$7,550.00	Monthly Target	\$4,750.25	
\$200/hour rate	38 hours	Actual Billings	7,600.00	
		Actual Profit	70,196.00	
		The Cloud Difference	33,597.00	

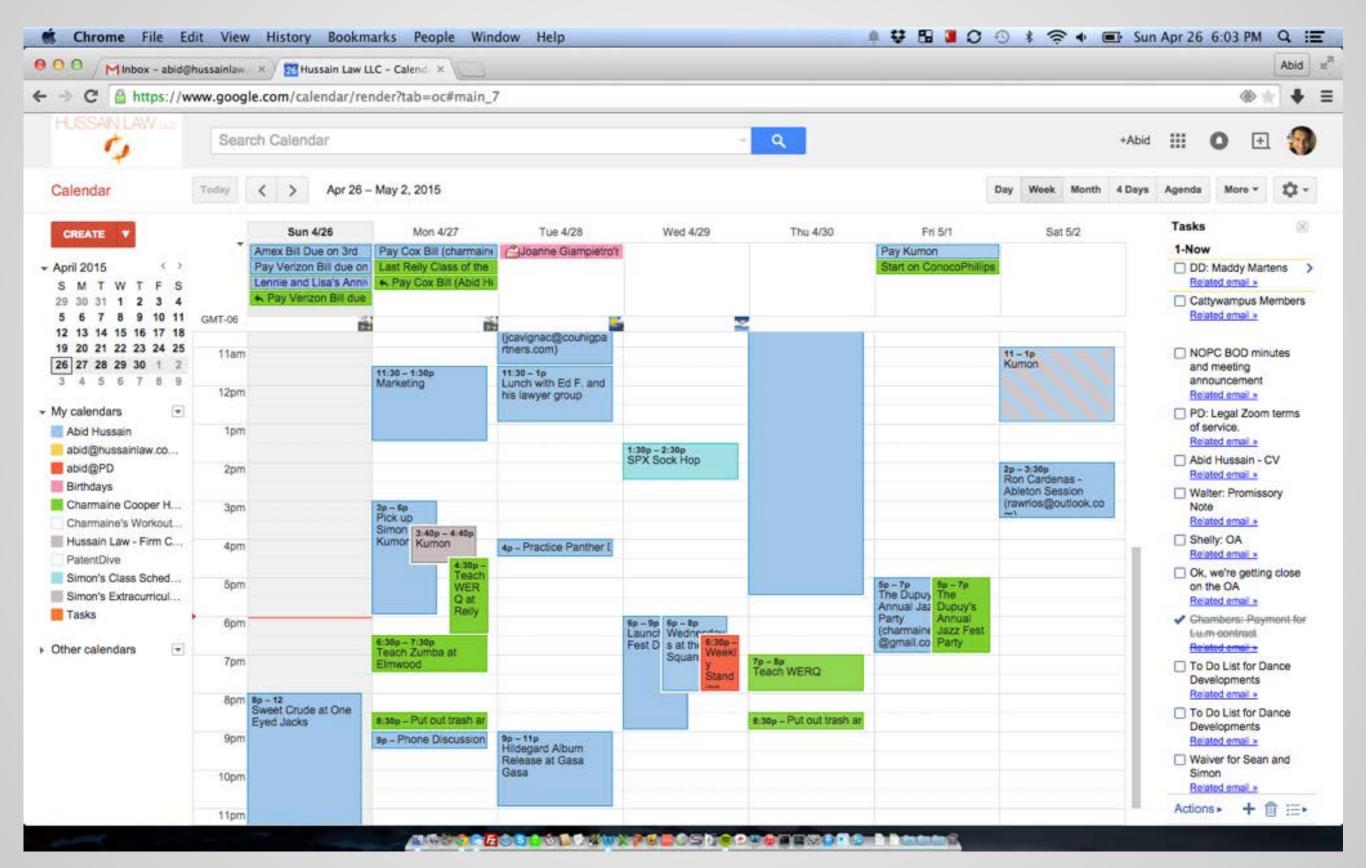
Demo

- Document Collaboration
- Spreadsheet Collaboration
- Team Communication

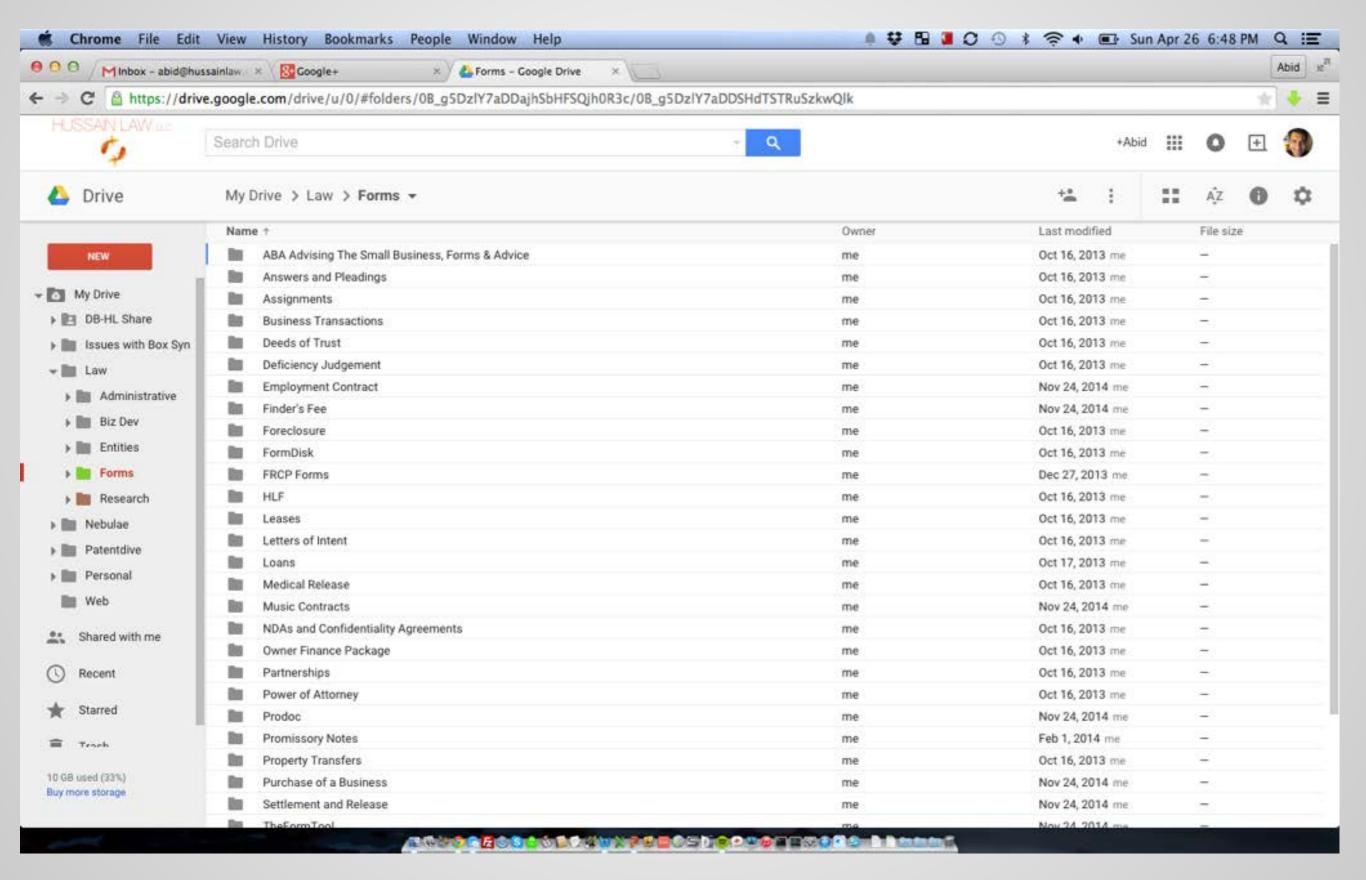
Google Mail



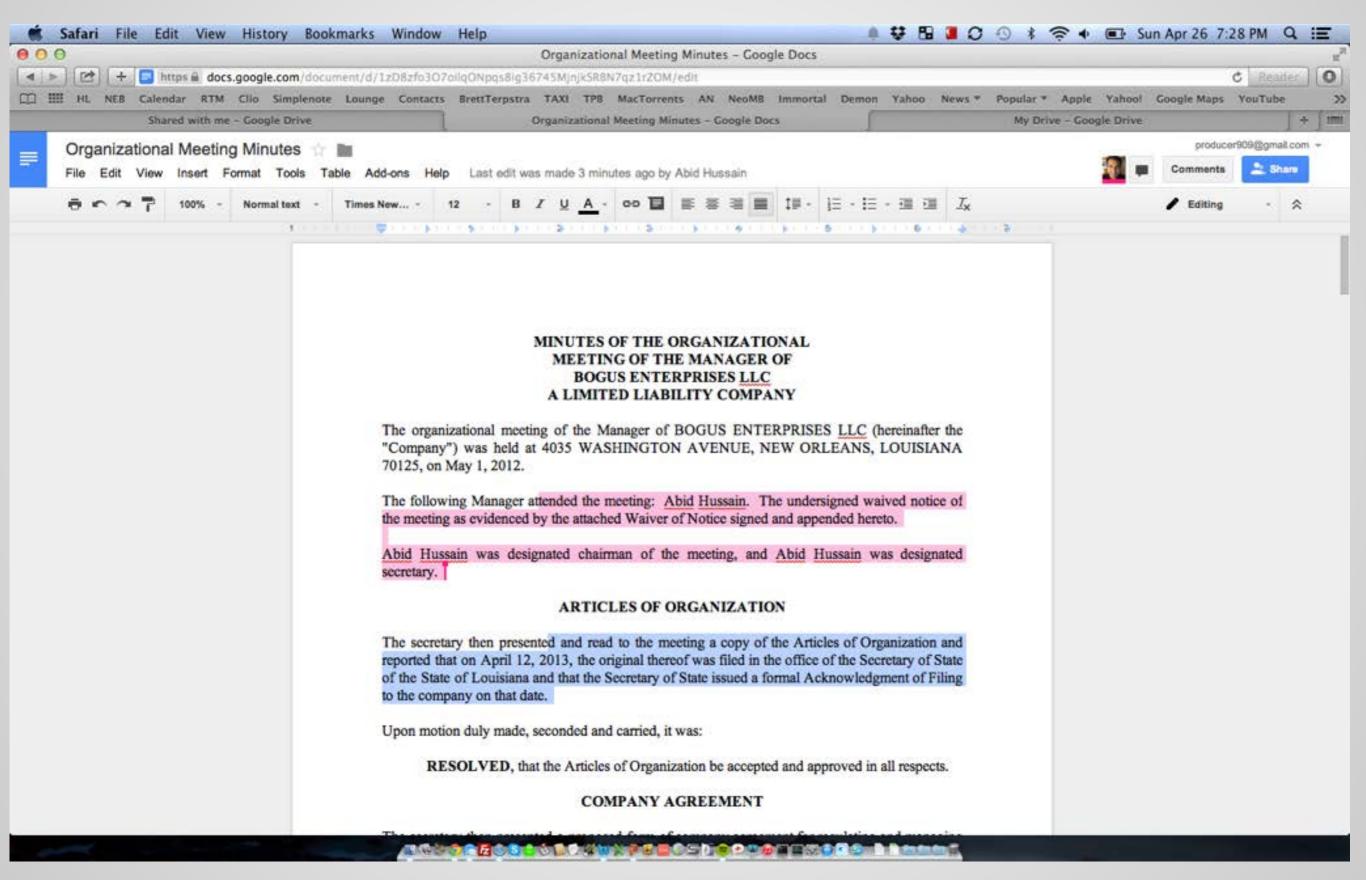
Google Calendar



Google Drive

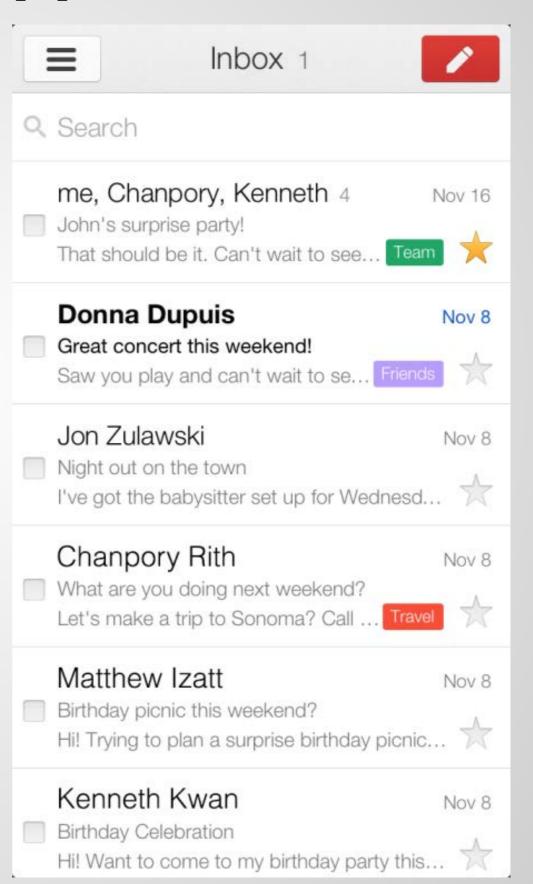


Google Docs

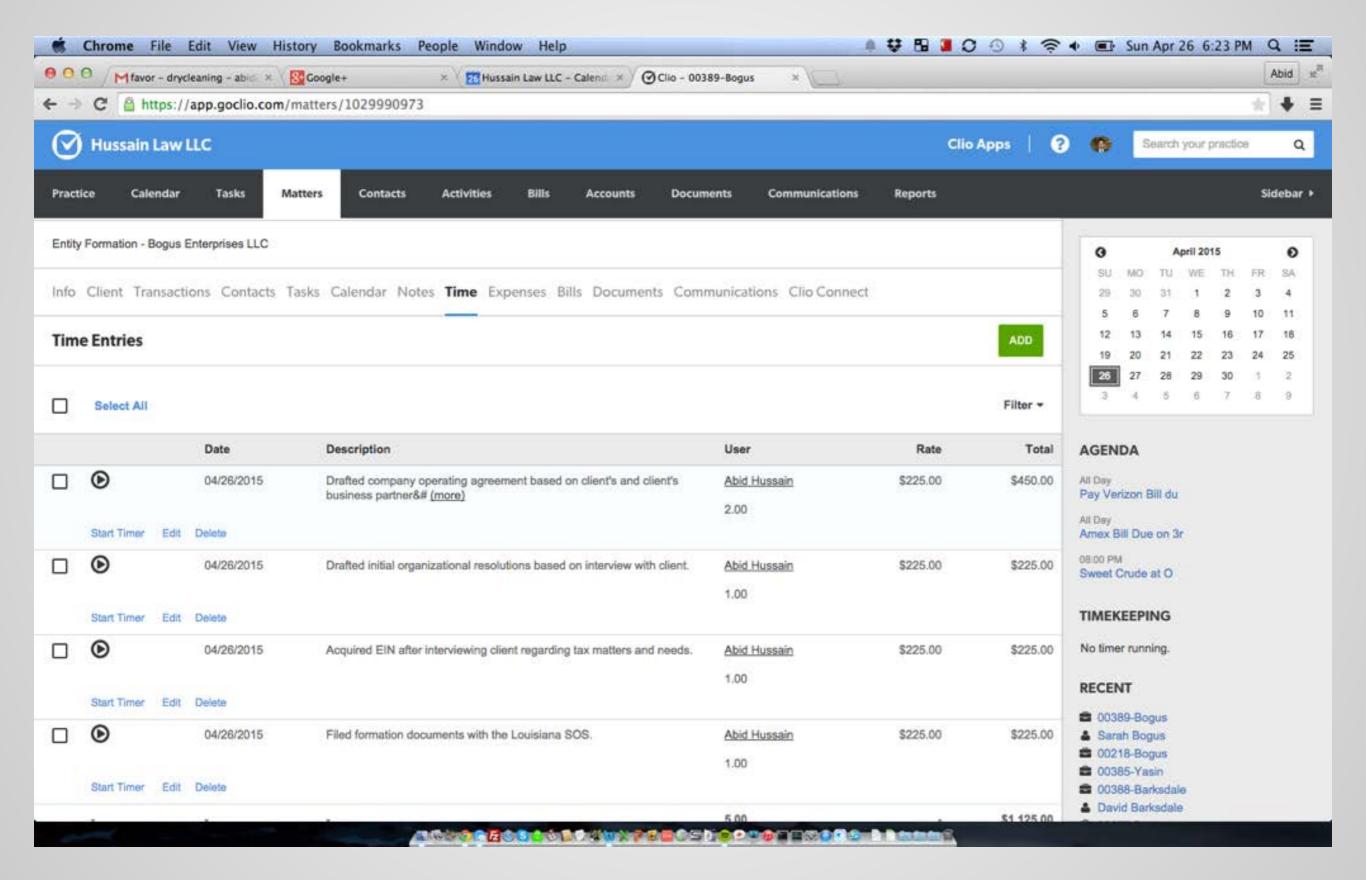


Gmail App

- Same search options as Gmail
- Tagging, filing, archiving
- Access to All Mail
- Multiple accounts, signatures consistent



Clio



Clio Billing



INVOICE

Invoice # 5646 Date: 04/26/2015 Due On: 05/11/2015

643 Magazine Street, Suite 102 New Orleans, LA 70130 United States

Sarah Bogus

00389-Bogus

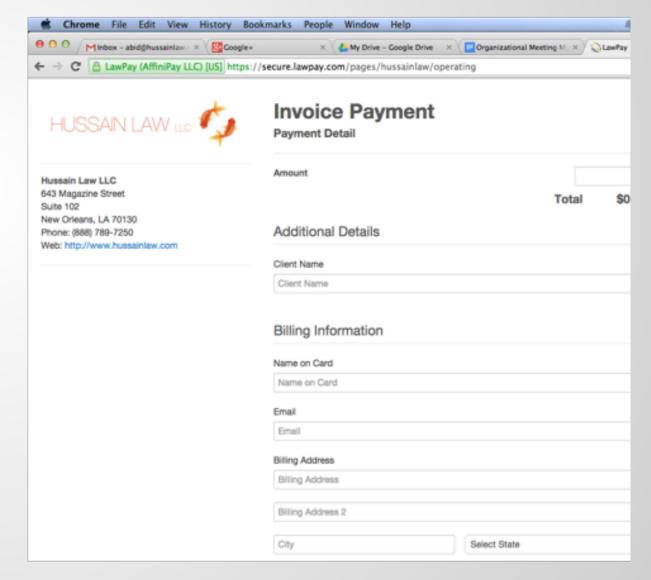
Entity Formation - Bogus Enterprises LLC

Type	Date	Description	Quantity	Rate	Total
Service	04/26/2015	Filed formation documents with the Louisiana SOS.	1.00	\$225.00	\$225.00
Service	04/26/2015	Acquired EIN after interviewing client regarding tax matters and needs.	1.00	\$225.00	\$225.00
Service	04/26/2015	Drafted initial organizational resolutions based on interview with client.	1.00	\$225.00	\$225.00
Service	04/26/2015	Drafted company operating agreement based on client's and client's business partner's needs.	2.00	\$225.00	\$450.00
			т	otal	\$1,125.00

Detailed Statement of Account

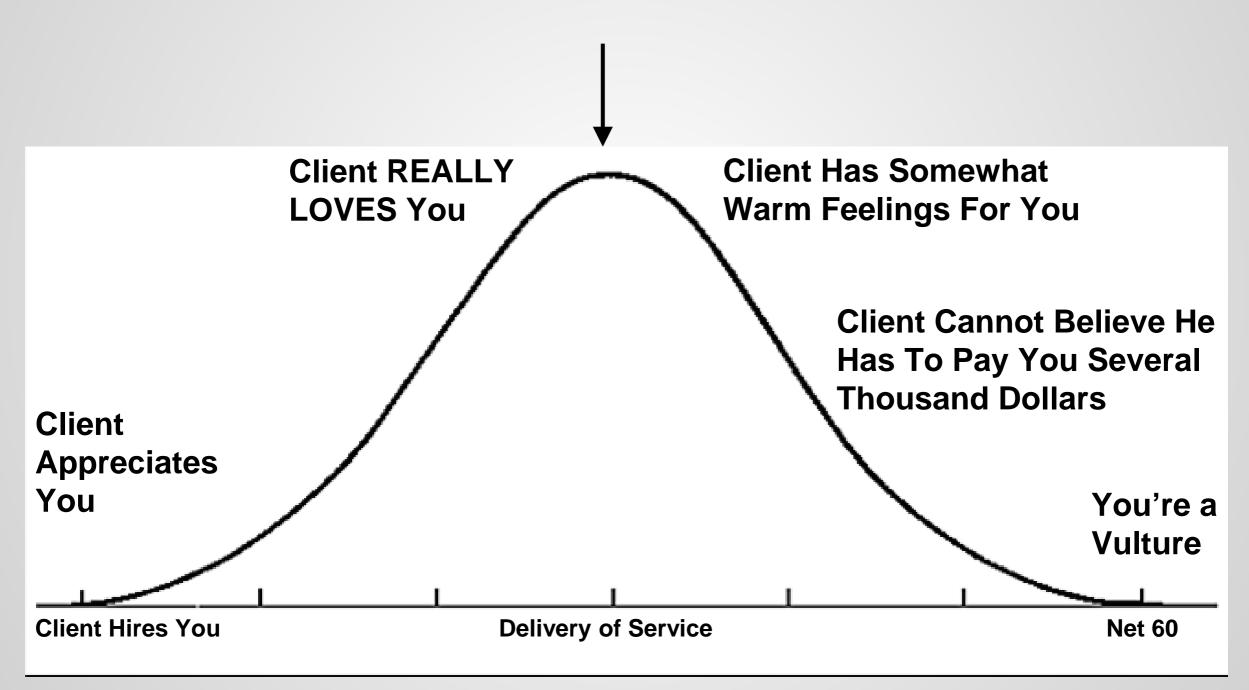
Current Invoice

Invoice Number	Due On	Amount Due	Payments Received	Balance Due
5646	05/11/2015	\$1,125.00	\$0.00	\$1,125.00
			Outstanding Balance	\$1,125.00
			Total Amount Outstanding	\$1,125,00



Foonberg's Client Appreciation Curve

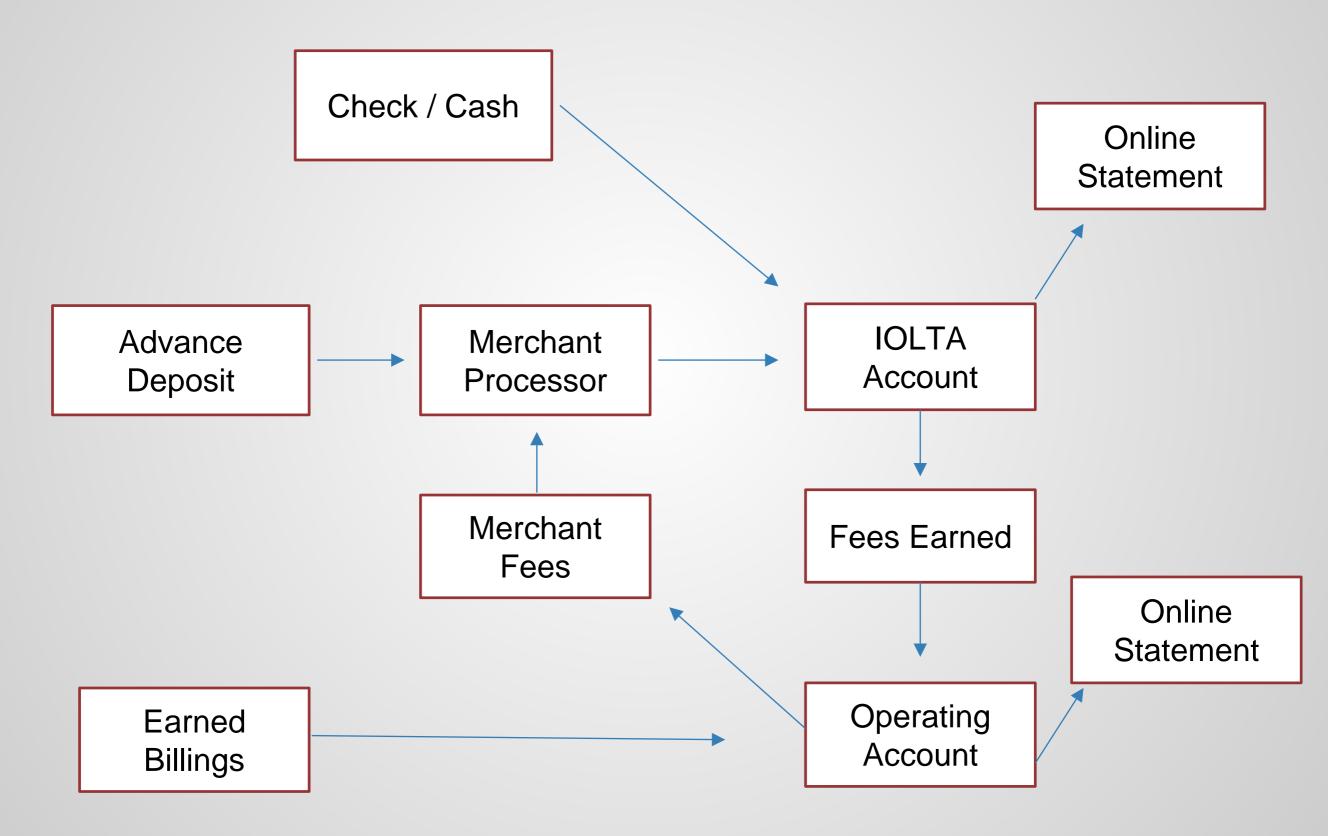




Ethics

- More than 20 state bar associations have issued opinions stating that using the Cloud is ethical. See https://abovethelaw.com/legal-innovationcenter/2019/04/04/lawyers-and-cloud-computing-its-not-so-complicatedanymore/
- A lawyer may use an online data storage system to store and back up client confidential information provided that
 - the lawyer takes **reasonable care** to ensure
- that confidentiality will be maintained in a manner consistent with the lawyer's obligations under Rule 1.6.
- In addition, the lawyer should
 - stay abreast of technological advances to ensure
- that the storage system remains sufficiently advanced to protect the client's information,
- and should monitor the changing law of privilege to ensure that storing the information online will not cause loss or waiver of any privilege.
- Client should provide Informed Consent in client engagement letters for Cloud services

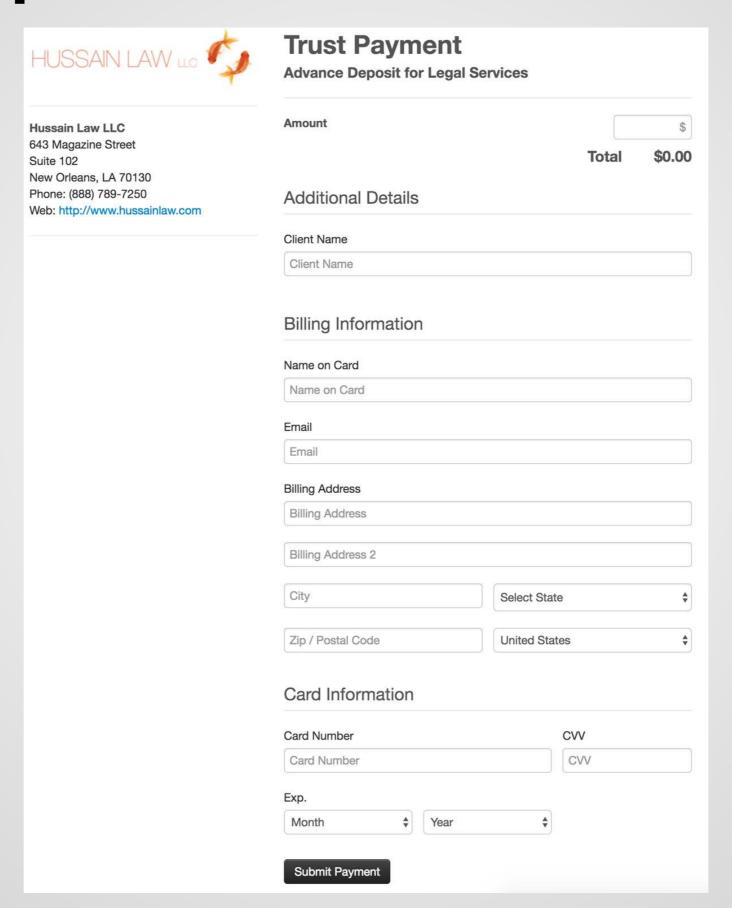
Paperless Trust Accounting



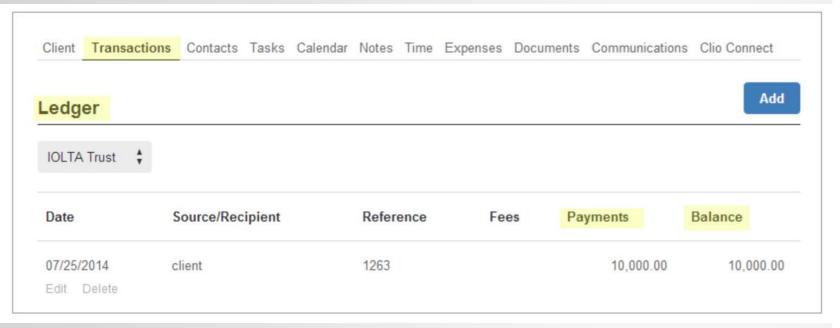
Advance Deposit

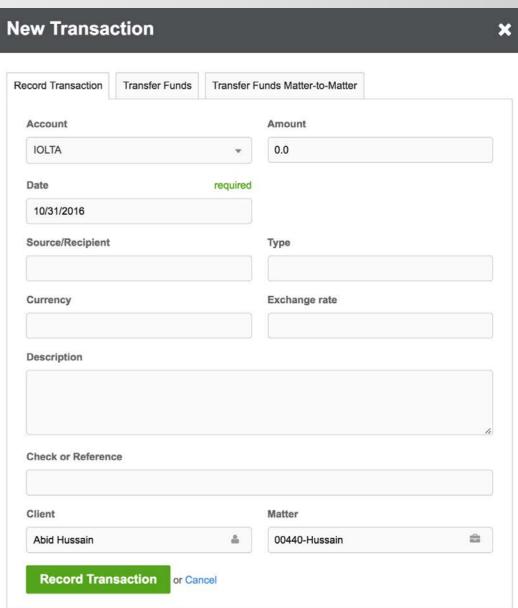
- Client Engagement Spells out if the money is an advance deposit
- Advance is collected directly into IOLTA
 - LawPay is my preferred merchant
- The amount is logged into the client matter

http://hussainlaw.com/trust



Clio Transactions

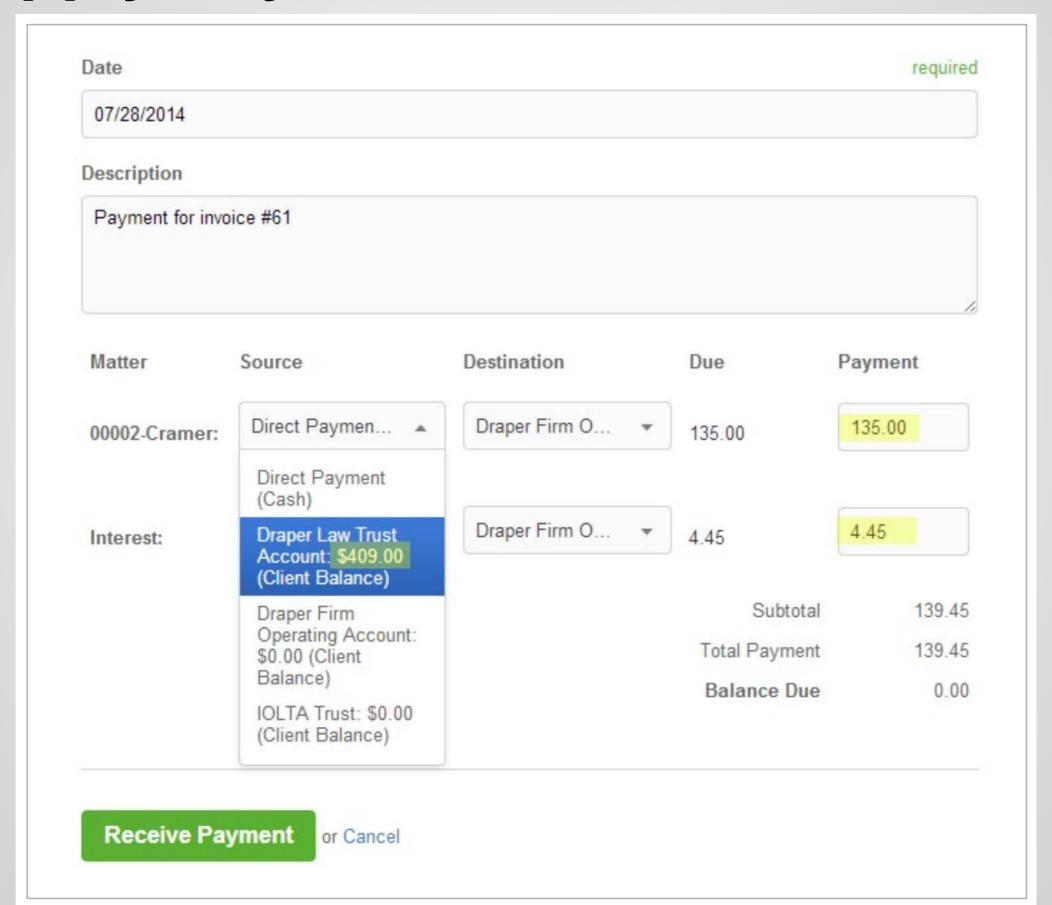




Invoices

- Generate an invoice per client or per matter
- Apply trust funds toward the invoice
- If using Freshbooks, create a "Credit"
- Generate a client ledger
- Provide client ledger with each invoice

Apply Payments from Trust Funds



Client Ledgers

sactions	Contacts	Tasks	Calendar	Notes	Time	Expenses	Docume	ents Com	munications	Clio Connect
atter Leve	el Accounti	ng Deta	iil							Add
‡										
Source	ce/Recipier	nt				Reference	e F	ees	Payments	Balance
client						12457-47	Clien	nt Deposit	1,000.00	1000.00
		aper Fire	n Operatin	g Accou	nt for	Client Pay	yment	400.00		600.00
	Source Client	source/Recipier	Source/Recipient Client Transferred to: Draper Fire	Source/Recipient Client Transferred to: Draper Firm Operatin	Source/Recipient Client Transferred to: Draper Firm Operating Accounts	Source/Recipient Client Transferred to: Draper Firm Operating Account for	Source/Recipient Reference client 12457-47 Transferred to: Draper Firm Operating Account for Client Page	Source/Recipient Reference Firm Operating Account for Client Payment	Source/Recipient Reference Fees client 12457-47 Client Deposit Transferred to: Draper Firm Operating Account for Client Payment 400.00	Source/Recipient Reference Fees Payments client 12457-47 Client Deposit 1,000.00 Transferred to: Draper Firm Operating Account for Client Payment 400.00

Trust Account Ledgers

Trust Ledger Report (07/28/2014)

Jennifer Adam

IOLTA Trust

n - 1 -						
Date	Source/Recipient	Reference	Matter	Funds Out	Funds In	Balance
04/16/2014	Client/Don	82643	00061-Adam		500.00	500.00
Retainer balar	nce					
04/16/2014	Transferred to: Draper Firm Operating Account for invoice #136		00061-Adam	500.00		0.00
Payment for in	voice #136					
			Closing Balance:	\$500.00	\$500.00	\$0.00
			Client Total:	\$500.00	\$500.00	\$0.00

Compliant Invoices

Type	Date	Attorney	Des	cription	Quar	ntity	Rate	Total
Service	07/15/2014	DD	Consultatio Discussed	n - In Person: matter		0.50	\$225.00	\$112.50
		Qua	ntity Subtot	al	0.5			
						Sub	total	\$112.50
		Q	uantity Total		2.5			
						Sub	total	\$3,112.50
						T	otal	\$3,112.50
		Fro	m Client Tr	ust Funds P	ayment (07/28/2	014)	-\$600.00
					Bala	ance Ov	ving	\$2,512.50
Statem	ent of Ac	count						
Outstan	iding Balance	New Ch	arges	Payments Re	ceived	Tota	al Amount (Outstanding
	\$0.00	+ \$3 112	2.50)-(\$600.00)	=	\$2,512	.50
(\$0.00	00,112						
	d Statem			•				
Detaile				•				
Detaile Current	d Statem				ayments I	Receive	d Ba	lance Due

Invoice Number	Due On	Amount Due	Payments Received	Balance Due
107	08/21/2014	\$3,112.50	\$600.00	\$2,512.50
			Outstanding Balance	\$2,512.50
			Total Amount Outstanding	\$2.542.50

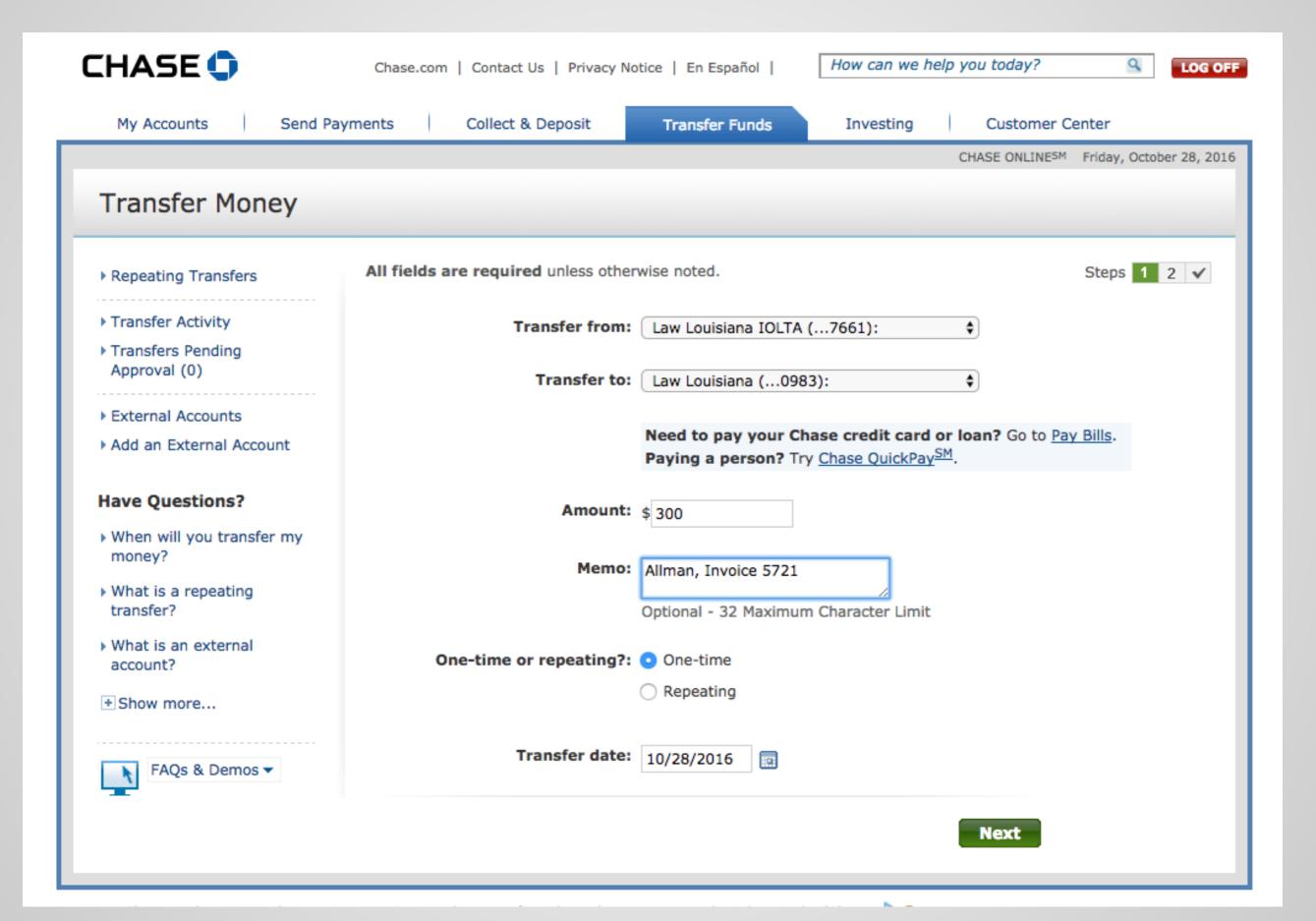
IOLTA Trust

Date	Type	Description	Matter	Receipts	Payments	Balance
07/09/2014	cheque	retainer received within Trust	00095- Payne		\$1,000.00	\$1,000.00
07/09/2014		Payment for invoice #792	00095- Payne	\$400.00		\$600.00
07/28/2014		Payment for invoice #807	00095- Payne	\$600.00		\$0.00
		Amount Remain	ing in Trust	IOLTA Tru	st Balance	\$0.00

Transfers

- Use paperless online transfers
- Clearly mark all transfers with details
- Details include matter number, client number, invoice number
- Keep a record of the transfer in your client notes or other tracking system

Bank Transfers



Create A Paperless Trail

