
The Changing landscape for lawyers and law firms



-Prepared and presented by Orvel Currie

12-DIMENSIONAL CHESS

[HTTPS://BIGTHINK.COM/VIDEOS/THE-
MULTIVERSE-HAS-11-DIMENSIONS-2](https://bigthink.com/videos/the-multiverse-has-11-dimensions-2)

©2021

Canadian legal landscape 2019

Issues and trends facing in-house counsel in Canada

<https://www2.deloitte.com/content/dam/Deloitte/ca/Documents/finance/ca-deloitte-legal-industry-report-2019-en-aoda.pdf>

Critical Issues discussed

AI, which can be used to transform repetitive, low value tasks, such as standardized contracts and NDAs. For instance, chatbots with AI can dynamically answer common client questions about standard legal contracts. Similarly, contract management systems embedded with AI functionality can automate contract drafting, help select appropriate clauses, and flag potential errors. And these are just the start.

Cloud storage, which can be used to reduce operating costs, make real-time data accessible to multiple individuals in different locations, and enable timely decision-making.

Blockchain. Touted as being “secure by design”, distributed ledger-backed technology can record and legitimize transactions between various parties, allowing for the automation of contract execution.

THE FUTURE OF LEGAL SERVICES IN CANADA: TRENDS AND ISSUES

http://www.cba.org/cbamedialibrary/cba_na/pdfs/cba%20legal%20futures%20pdfs/futures-final-eng.pdf

The Critical issues discussed:

1. Globalization
2. Technology
3. Liberalization of Markets
4. Deregulation, Disaggregation, Electronic Markets, New Communications Media
5. Demographics
6. General Economic Conditions
7. Characteristics of Change

American Legal Landscape

Future Changes:

Virtually the same as Canadian sources.

- https://www.americanbar.org/groups/bar_services/resources/resourcepages/future/

©2021 Copyright DD West LLP

“The Future has already arrived. It’s not evenly distributed yet.”

Susskind quotes noted Canadian Author Willian Gibson

1. AI - Standardized law – computerized
2. Off-shoring - Outsourcing – already occurring in Corporate cultures
3. Home-sourcing – More inhouse Corporate legal
4. Paralegal and online resources
 - Much legal work is routine - Can be handled differently and by others – paralegal practices
5. Online sources
 - <https://www.legalcontracts.ca/contracts/groups/?loc=CA>
 - <https://www.rocketlawyer.com/>
 - <https://www.opaonline.ca/>

Additional disruptors to be managed

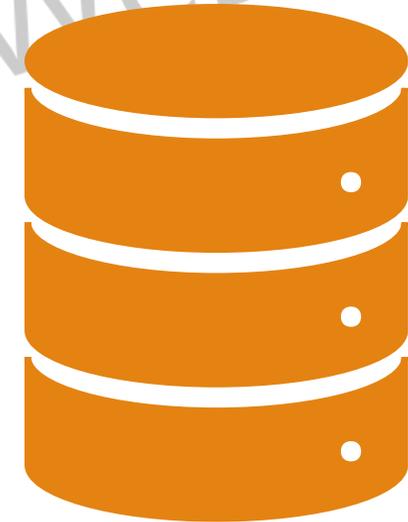
Knowledge Management – Precedents document assembly, e-discovery, e-learning

Knowledge Dissemination – Online legal advice systems – internet-based auctions for legal advice

Data Management – Data and Metadata: Collection of all data which does not identify a person. How old, how many times do you visit a site, what is the most clicked (used service)

People Management - Lawyers, Young Professionals, Paralegals, new hires accountants' other professionals

Legal Hybrids – Legal Engineers – Multiple discipline Firms





Legal hybrid

Training in law has evolved and will continue to evolve with a formal education in another discipline

Multidiscipline firms will be created to solve business and social problems not just legal

Legal engineers

– Lawyers who are engaged in the jobs of standardizing, systematizing and packaging the law.

--Individuals who restructure legal knowledge in a form that can be embodied in advanced systems will be the most successful.

Conscious Law Firms

Trusted advisors

Mindfulness Philosophy is AWARENESS

Eastern Philosophers propose that to live successfully you must have AWARENESS

- Awareness of what = Awareness of everything (Buddha)
- Awareness of yourself
- Mastery of self is the beginning of wisdom

Be aware of how your philosophy/behavior affects others

- Are you always criticizing others?
- Are you always comparing yourself with others making judgments about who is better?
- Are you focused entirely on making money?



© 2021 Copyright DD West LLP

Step 1

Think about what you are going to do before you do it...

Is it helpful or hurtful

- Does it reflect dependability or conflict?
- Does it resolve an issue or exacerbate it?

Does it seek a solution

Does it add to your relationships

- Look at your relationships with others
 - Are you feeling alone – do you have friendships with others
- Is your focus to help others or make money



© 2021 Copyright DD West LLP

Step 2

- Are you aware of:
 - What you are thinking?
 - What do you think affects your life
- How you speak to people
- How your words affect other people
- Are your significant relationships in harmony or chaos
- Are you aware of what you are putting in your body



© 2021 Copyright DD West LLP

Step 3

Seek balance

- Equanimity with concentration and focus
 - Balance your work with spiritual endeavors, exercise nutrition

Get outside and wiggle your toes in the grass

Doing something for the right reasons, with lots of positive thoughts

Exist in Gratitude

The most powerful words are “Thank you”

Thank you (Gratitude for your challenges) Gratitude changes everything and that is why mindfulness and spirituality are important.

- <https://www.limehorse.com/>
- <https://www.mindfulnessforlawyers.com/>

Conscious Capitalism and Law Firms

WHAT IS IT AND
WHAT ARE WE TO DO

BRAD GAULIN – DALE
LEICHT

©2021 Copyright DD West LLP

Making the case for a new type of law firm with new business ideas

Brad Gaulin is a serial entrepreneur – a great teacher and advisor for business both mature and start up. He is an evolutionary change agent CEO (“Chief Evolution Officer”)

- He is a brilliant team leader who helps organizations embrace the evolutionary changes that effect professions, employers and their employees (young professionals). He also helps business embrace technology to address the changing business environment.

Dale Leicht is a immensely experienced and successful business person who has every major CAO in Alberta and many major corporate Canadian companies in his rolodex.

- Dale is a “**Inter Galactic Investment Banking advisor**”. His ideas are revolutionary and he is great fun to be around. He thinks outside the box and brings people together in astonishing ways.