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The End of Lawyers?

By Michael Leathes "IMI"

The timing of this vital read for every lawyer could not have been better. Economic downturn is accelerating the rate at which the candle of traditional legal practice is incinerating at both ends. Clients' increasing intolerance of legal uncertainty, risk and cost, and their growing need for transparency, combine to emphasize what Susskind identifies as ten technologies with the collective potential of overturning the commonly-accepted role of the practicing lawyer. The balance of power has shifted to clients, such as in-house counsel. Here, in under 300 pages, is a stream of ideas from someone long regarded as a futurologist for how lawyers can re-focus and re-apply their added value, and grow their practices - despite economic challenges - partly by leveraging emerging technology. It is persuasive, pithy, honest, illustrated with examples and browseable. Having been an in-house lawyer for 37 years, observing how traditional law practice has been deployed by leading firms, I would urge everyone in the field to read this one carefully and take its foresight seriously.