

## TRENDS AFFECTING THE LEGAL PROFESSION

### Trends Affecting the Profession and the Role of Law and Lawyers

- ◆ Legal services are, and will continue to be, provided electronically over the Internet and this trend will increase.
- ◆ The increasing commoditization of some forms of legal services (e.g., transactional documents, pro se dispute forms for divorce, wills in a box, and legal information services) will continue.
- ◆ Non-lawyers are providing legal and close-to-legal services electronically over the Internet and this will increase.
- ◆ Lawyers are engaging in substantial inter-jurisdictional representation, which will increase.
- ◆ Lawyers are facing increased competition from other professionals, primarily accountants and consultants, and the Internet is making this easier for them to do.
- ◆ Lawyers will be subject to rating systems, both internally from the legal community and externally from the public.
- ◆ Courts will move to electronic filing in all cases, which will require trial and litigation lawyers to learn and understand technology.
- ◆ More lawyers will begin working at home or in non-traditional office space.
- ◆ Electronic ADR and mediation systems will be used with increasing frequency.
- ◆ Litigation will become more of a specialty practice and we may yet see the barrister/solicitor model in the United State in the future.
- ◆ More “virtual law firms” will exist with and without affiliations with legal information websites.
- ◆ The use of unbundled legal services will increase.
- ◆ Auctions for legal services and reverse auction techniques will increase at all levels.
- ◆ Non-lawyers and MDPs will do ever-increasing amounts of legal work.

### Trends Pushing Globalization

- Globalization of the financial markets.
- Demand by clients in major financial and commercial centers for legal services in multiple countries in respective individual matters or more generally.
- Relaxation of restrictions in foreign countries against lawyers from those countries being partners with or employed by law firms from the Home countries.
- Demand by clients that law firms have significant size to deal with major matters in multiple jurisdictions.
- Demand by clients for seamless services of equivalent quality across national borders.
- Enhanced communication capabilities.
- Competition from an increasing number of law firms with global practices.
- Competition from international accounting firms.