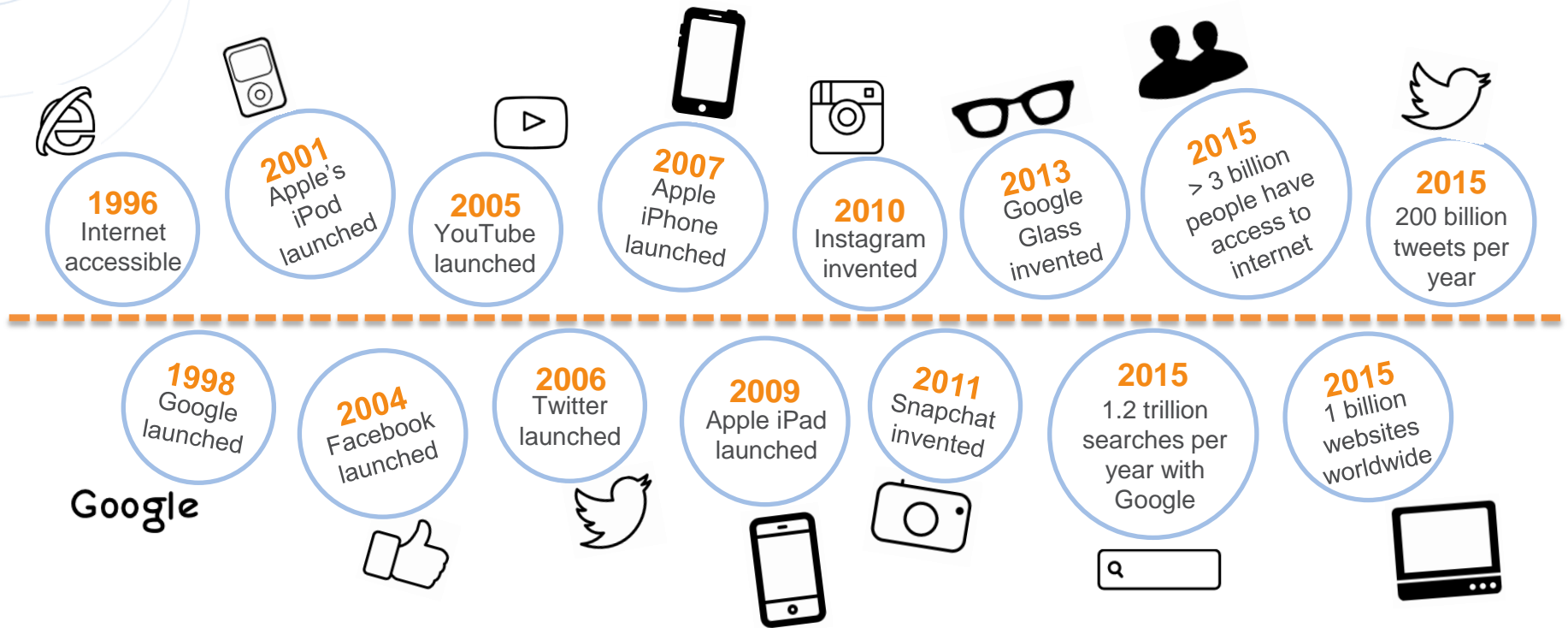


# What's next

- ❑ Change, change, change
- ❑ What is happening in the legal world?
- ❑ (Future) challenges

# Change, change, change



But there is much more to  
come...

#1 Internet of Things

#2 Project Soli

#3 Big  
data

#4 Artificial Intelligence



What is happening in the  
legal world?

# The necessity for change is upon us









Wolters Kluwer

SmartDox

MOOTUS



OBELISK

LEGALSIFTER



LAWFUL.LY BETA

legalzoom



radiant law

BizFilings

HEMA

plainlegal

axiom  
law redefined



Rechtwijzer

Products &  
services

VALOREM  
LAW GROUP



LegalOnRamp

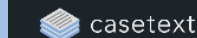
fairdoc

CorpNet



LegalForce  
RAPC Worldwide

ROCKETLAWYER™



casetext



rocket matter®



Riverview  
LAW

Legal input. Business output.

INVEST4JUSTICE: THE NO. 1 LITIGATION CROWDFUNDING PLATFORM

crowdjustice



SPITZ LAW  
We Help You Start And Run Your Business

FUNDED JUSTICE

legal  
matters  
.com  
beta

Case & Litigation  
Crowdfunding



LegalCare®  
Access to Justice for All



Casefunder

LegalShield®  
Worry Less. Live More.



LexShares



Crowdfunder.co.uk

LawGo

PRIORILEGAL

bluetree  
LEGAL CONNECT  
BETA

upcounsel  
WE'RE HIRING!

LAWGIVES



LawDingo

kabuk® Law

Legal  
Marketplaces



LAWTENDR

larry

LEXOO

lawger

lawkick



LEGALTAP  
LAWYERS ON DEMAND.

Avvo

ROSS



Power of Understanding

RAVEL

DOCKET  
ALARM

Legal data



Lex Machina



IBM Watson



SemLab



Clocktimizer

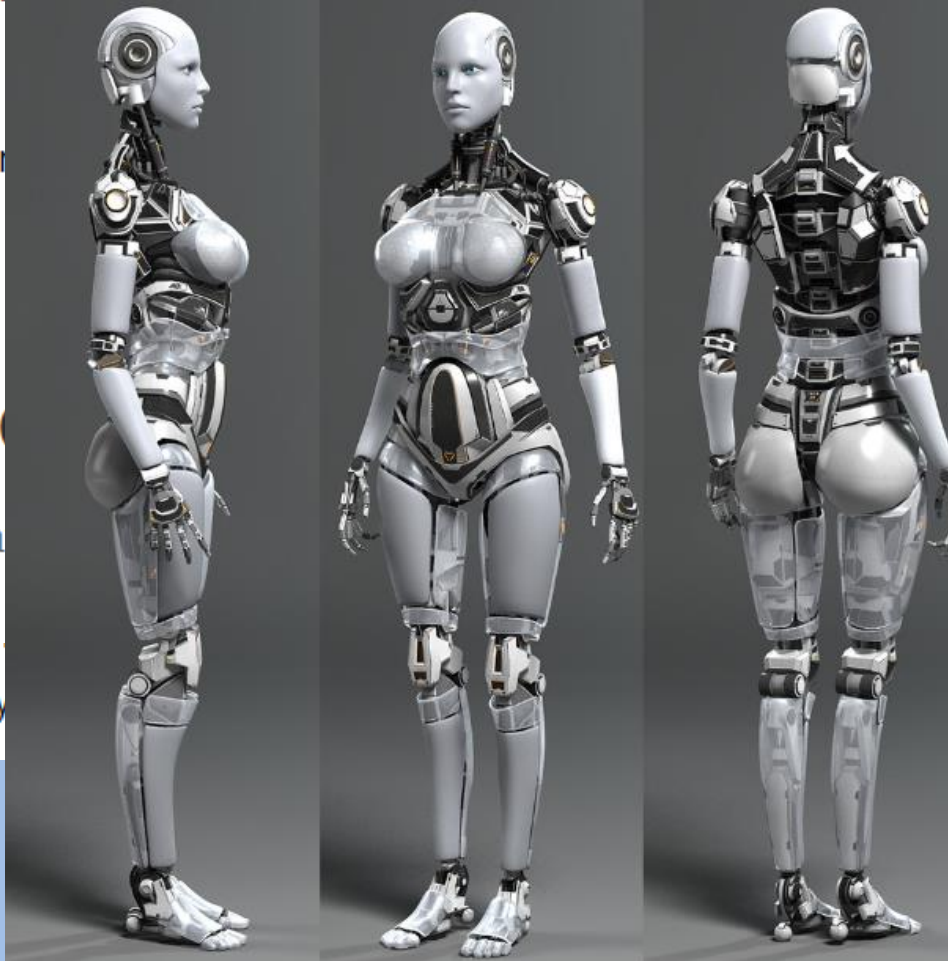
## AI for everyone

Open AI  
entrepreneur

# Robots 2020, r

Office jobs are a  
Forum.

they are  
humanity



chnology

# jobs by

the World Economic

ecting to generate  
financial return”.



Where does a lawyer add value?

“Knowledge is not always non-excludable, though. Consider Coca-Cola’s secret recipe – this is knowledge that is held by a select few at the company. And it is knowledge that many people (particularly their competitors) would like to have, but are successfully excluded from finding out.”  
(Richard Susskind)



# (Future) challenges

**'The only thing to  
fear is doing  
nothing'  
RAVN**

# The main challenge

- ❑ Staying connected with clients' needs
  - Awareness for legal and business developments
  - Awareness for technological developments (efficiency, on-demand, control)
- ❑ Staying connected with fee earners' needs
  - Work/life balance
  - Flexibility



This what we need:

- ☐ Think in terms of opportunities instead of risks
- ☐ Embrace change
- ☐ New value creation

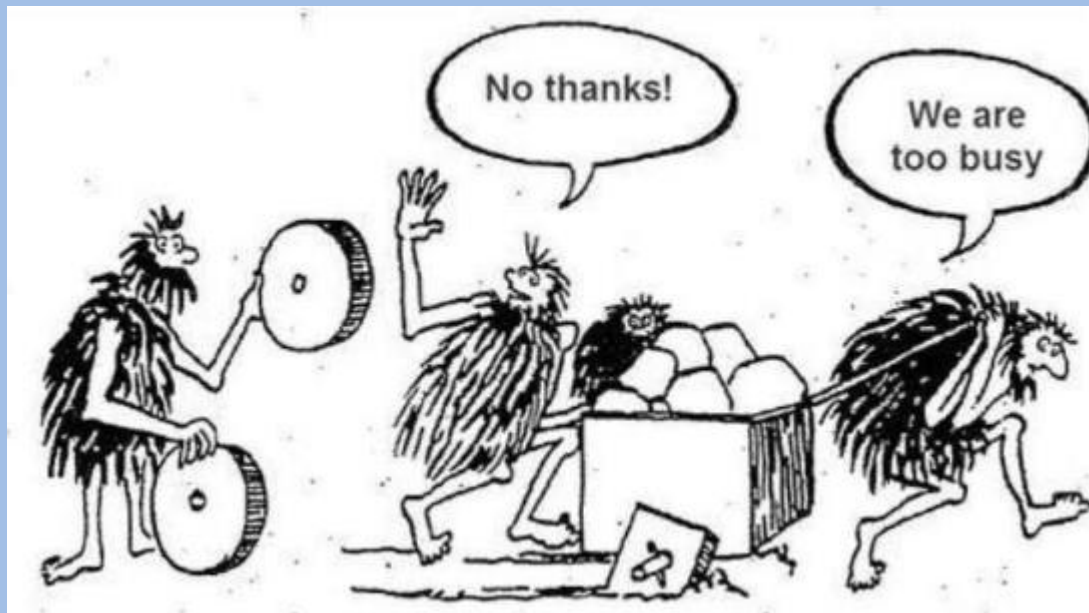
### Definition of entrepreneurial mindset

Entrepreneurial mindset refers to a specific state of mind which orientates human conduct towards entrepreneurial activities and outcomes. Individuals with entrepreneurial mindsets are often drawn to opportunities, innovation and new value creation.

Characteristics include the ability to take calculated risks and accept the realities of change and uncertainty. [1]



....Not this!



# Learning how to ride a bicycle





# How to learn how to ride a bicycle

#1 Start

#2 Find a safe place to practice (concrete is easy but quite unforgiving)

#3 One pedal at a time

#4 Don't be afraid of failing

#5 Learn from failure

# How to innovate

#1 Start

#2 Find a safe place to practice (concrete is easy but quite unforgiving)

#3 One pedal at a time

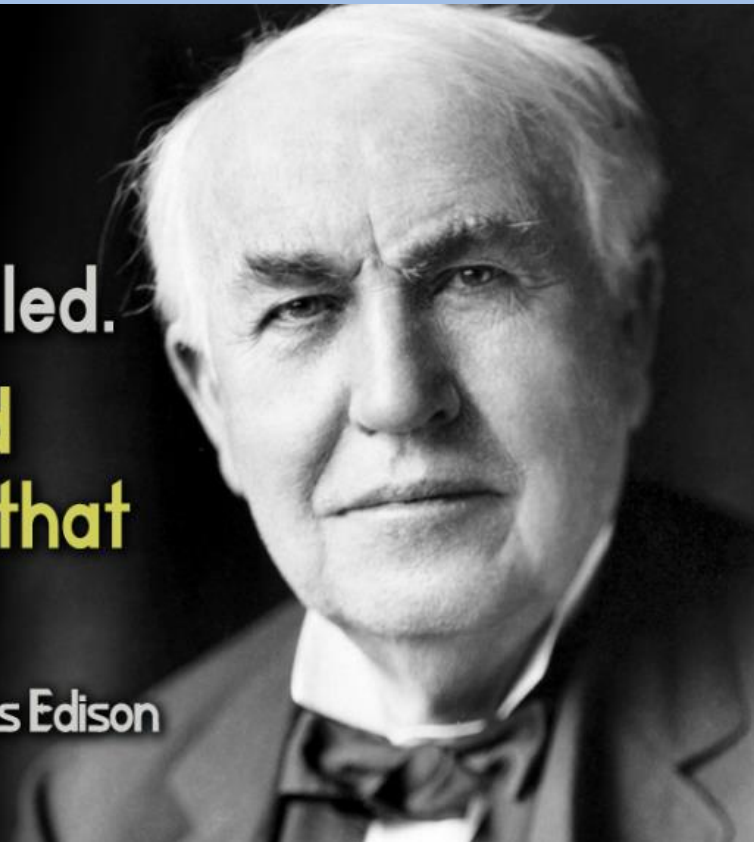
#4 Don't be afraid of failing

#5 Learn from failure

**"Failing is one of the greatest arts in the world. One fails toward success." ~ Charles Kettering**  
**"Failure provides the opportunity to begin again, more intelligently." ~ Henry Ford**  
**"The fastest way to succeed is to double your failure rate." ~ Thomas Watson Sr.**

**"I have not failed.  
I've just found  
10,000 ways that  
won't work."**

**~ Thomas Edison**



#1 Tech advances and artificial intelligence will reduce the legal spend of clients

#2 The current legal education does not provide the skills that are needed for future lawyers

#3 Change will be driven by clients or new competitors, not by the current status quo (law firms)