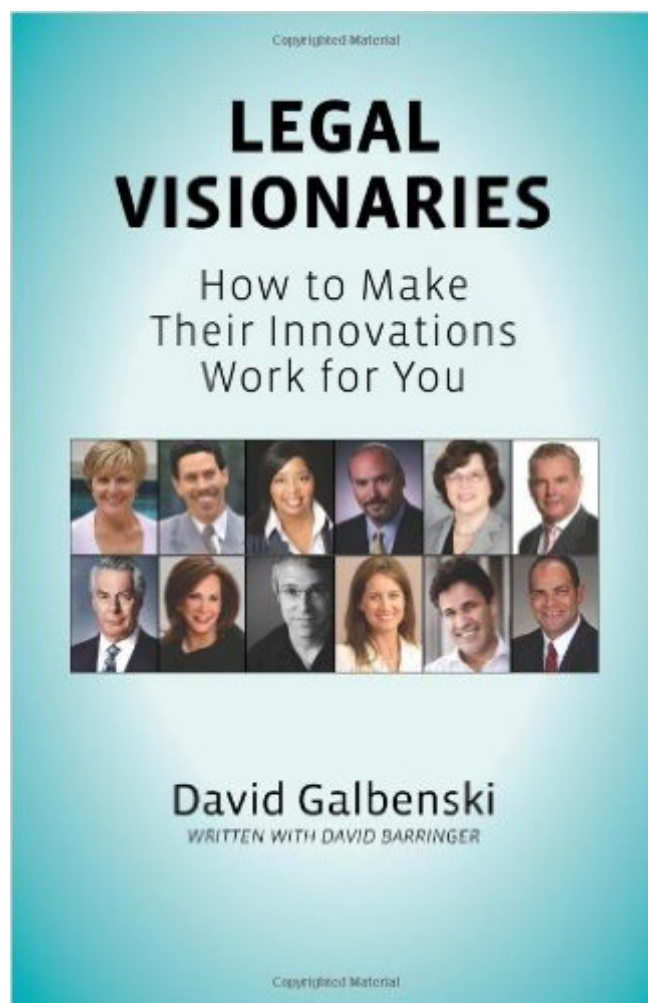


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# Legal Visionaries: How To Make Their Innovations Work For You



## Synopsis

David Galbenski and David Barringer collaborated on the book "Unbound: How Entrepreneurship is Dramatically Transforming Legal Services Today" (2009). After the success of that book, both Davids undertook a follow-up project: this book of 27 interviews, which provides an up-to-date snapshot of the positive and dramatic changes taking place in the industry. The legal industry is undergoing historic changes, and this book can help you prepare to meet the challenges of the new legal marketplace.

## Book Information

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## Customer Reviews

The legal services marketplace is currently undergoing significant change, but resisting change is not the way to survive, according to David Galbenski in this book. Since the onset of the global financial crisis, law firms have been facing significant pressures, and law graduates have had immense difficulties in finding employment. Nonetheless, structural changes are creating opportunities as well as problems. The book essentially consists of interviews with corporate lawyers, venture capitalists, legal process outsourcers, legal education providers, legal entrepreneurs and others concerning current and future trends. Most of the people interviewed are engaging in some sort of innovative practice. One of the interviewees is a recent graduate interviewed four times several months apart, following her struggles in obtaining entry-level employment in a law firm. I was particularly interested in the interview with Ellen Rosenthal, chief counsel of the Pfizer Legal Alliance. The Pfizer Legal Alliance is a collaborative arrangement between Pfizer and a number of external law firms. Each law firm is paid an annual flat fee instead of hourly rates. For any given project, Pfizer assembles a team of the best lawyers from across the

different firms. Pfizer believes this gives better legal counsel and often better outcomes. Other than the general theme of change in the legal profession, there is no particular over-arching structure to the book. Each interviewee has a different perspective, and the book just jumps from one interview to the next. The reader will find hints of opportunities throughout the book, but I suspect that most lawyers will long for a return to the pre-GFC days rather than look forward to the opportunities of the immediate future.

Great book. I recently used it to teach a seminar to law students. It is a great inspiration for young attorneys with different and innovative viewpoints about the practice of law.

This book constitutes some sort of selective market survey on strategic visions and innovative moves in the world of law services. Someone needing to carry those types of interviews and look for future trends has basically the job done for them in the future. Also a good alert from experts (a mix of heads of law from corporations, law firm leaders, professors of law and innovative startups) who converge significantly in telling us that the future will be very different from business as usual and those that do not see it will tend to pay a price. Very recommended interviews, even for non legal people.

Most of the interviews in this book give you interesting and novel insights about the changes taking place in the legal profession in the US and the UK. If you teach law or are a legal entrepreneur, it will be a useful read. Don't expect deep analysis, though, these are just opinions from people in the frontline. Some of them are repetitive, but you easily skim over those.

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