

The Changing Landscape of the Legal Business

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Change is in the wind in the legal profession. Some law firms are regularly downsizing and others going out of business altogether. The firms that do survive are separating into increasingly well-defined tiers. The paradigm of ever increasing billing rates and profits per partner is under attack like never before. Law firms need to adapt in order to survive. The law firms that succeed in the new environment will be those that clearly align their interests with those of their clients and provide high quality, cost efficient, value added legal advice that is informed by a better understanding of their clients' businesses.