14% of Lawyers Operate a Virtual Law Firm

By Larry Bodine, Esq. of Glen Ellyn, (Chicago) IL. He is a business developer with 19 years experience who helps law firms attract and keep more clients. He can be reached at 630.942.0977 and LBodine@LawMarketing.com. For more information visit www.LarryBodine.com.

When asked whether they have a **virtual law office/virtual law practice** (i.e., do not typically meet with clients in person, and

primarily interact with clients using Internet-based software and other electronic communications software), **14% percent of lawyers surveyed responded affirmatively**, according to the new 2010 ABA Legal Technology Survey Report Update.

Of counsel and solo respondents were most likely to report having a virtual law office/virtual law practice (27% and 19% respectively).

- When asked whether they personally maintain a presence in an online community/social network such as Facebook, LinkedIn, LawLink, or Legal OnRamp, overall, 56% of respondents answered affirmatively, compared with 43% in the 2009 survey and 15% in the 2008 survey.
- Far from being a time waster, nascent efforts at social networking are yielding fruit. Ten percent of respondents report that they have had a client retain their legal services as a result of use of online communities/social networking.

Technology has even invaded the courtroom:

- The percentage of respondents who report using PDAs/smartphones/BlackBerrys in the courtroom has increased in the 2010 survey to 71% from 60% in the 2009 survey.
- Respondents report using their PDAs/smartphones/ BlackBerrys in the courtroom to check for new e-mail (64%, compared with 52% in the 2009 survey), followed by sending e-mail (60%, compared with 49% in the 2009 survey), and calendaring (46%, compared with 39% in the 2009 survey).

The <u>2010 ABA Legal Technology Survey Report</u> is presented serially in downloadable PDF format as six separate volumes for \$350.

For more on this topic, call:

Larry Bodine, Esq.

Business Development Advisor

Tel: 630.942.0977

E-mail: <u>Lbodine@LawMarketing.com</u>
Web: <u>http://www.LarryBodine.com</u>



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Survey Report

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- Training lawyers at firm retreats.
- Coaching lawyers to develop their personal marketing plans.
- Developing business development strategies.
- Using technology to market a practice.

