



# **NewLaw New Rules - A conversation about the future of the legal services industry**

*George Beaton*

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It began with 'The rise and rise of the NewLaw business model' posted on 7 October 2013 on Bigger. Better. Both? The Beaton Capital Blog. In that post, I canvassed recent developments in the legal services industry, specifically the rise of providers that do not fit the traditional law firm mould.

The ensuing discussion about current and anticipated developments in the legal services sector attracted responses from law firm leaders, practitioners, consultants and academics. In the blogosphere and on Twitter contributors from Australia, Canada, Hong Kong, Spain, the United Kingdom and the United States engaged in vigorous and insightful exchanges. The intensity and pace of the discussion over the course of two months attested to the timeliness of the questions that were being raised. And there was certainly a common theme: Major changes are afoot in how clients are buying legal services and how providers are innovating and responding – and in some cases appear not to be responding.

This book is an anthology; it collates, curates and comments on the authors' views. The book aims to preserve the essential content and tone of the independent contributions and spirited exchanges, at the same time allowing for easy reference to parts of the debate relating to specific topics.

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