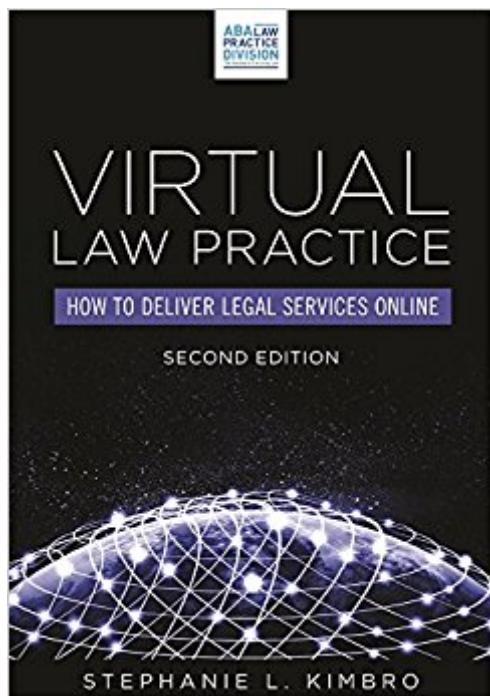


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# Virtual Law Practice: How To Deliver Legal Services Online



## **Synopsis**

The Internet has made it easier for potential clients to find legal services. Virtual law firms have revolutionized the delivery of legal services, lowering costs as well as evening the playing field. Whether you are a large law firm or a solo practitioner, there are business models of delivering legal services online that can bring your law practice up to speed with the 21st century legal marketplace. What are you doing to stay competitive? Do you have the know-how to responsibly incorporate technology and online delivery into your existing law firm? The revised and updated Virtual Law Practice is the one resource you need to take advantage of this fast-growing market. This book will help you:

- Identify and develop a law firm business model for the online delivery of legal services
- Successfully set up and manage a virtual law firm
- Increase law firm revenue by responsibly implementing the delivery of online legal services
- Make use of the latest technology
- Create a successful marketing strategy for the delivery of legal services online
- Understand state ethics and advisory opinions
- Find more flexibility and work/life balance in the legal profession

Stephanie Kimbro's practical guide also provides case studies of law firms that successfully integrate virtual law practice into their traditional business models along with client scenarios to show how web-based technology may be used by legal professionals to work with online clients and avoid malpractice risks.

## **Book Information**

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## **Customer Reviews**

This book is just a must-read for anyone entertaining the idea of creating a virtual practice.Â  
--Massachusetts Law Office Management Assistance Program (Mass LOMAP) blog --This text

refers to an out of print or unavailable edition of this title.

Stephanie L. Kimbro, MA, JD, is a Fellow at Stanford Law School Center on the Legal Profession and Co-Director of the Center for Law Practice Technology at Florida Coastal School of Law. She is the author of *Virtual Law Practice: How to Deliver Legal Services Online* (2010, ISBN: 978-1-60442-828-5), *Limited Scope Legal Services: Unbundling and the Self-Help Client* (2012, ISBN: 978-1-61438-362-8), *Consumer Law Revolution: The Lawyersâ™ Guide to the Online Legal Marketplace* (2013, ISBN: 978-1-61438-706-0 ), and *Online Legal Services for the Client-Centric Law Firm* (2013, ISBN: 978-1-78358-065-1). Her current research and work involves the use of gamification and games to increase engagement with the public around legal issues and to increase productivity in law firms. Stephanie practiced law for ten years delivering unbundled, online legal services to clients through a virtual law firm. In that time, she also founded a legal technology startup which was acquired by a larger legal tech company in 2009. She writes about ethics and technology issues of delivering legal services online and is interested in the use of tech to increase access to justice. She has presented and guest lectured for many state bars, law schools and other organizations across the country on the topic of legal technology and law practice management. Stephanie is a member of the ABA Standing Committee on the Delivery of Legal Services and a recipient of the ABA Keane Award for Excellence in eLawyering. She has taught as an adjunct professor at several law schools and is currently developing two mobile games for legal services.

Stephanie Kimbro and her husband arguably made one of the very first attempts to commoditize virtual law offices before selling it to Total Attorneys. It may just be that I've got a long background in software, but I expected more from this book. Stephanie does a great job of presenting the business case for a virtual law office but not the details of what's going on. I think that the book could have done with more mechanics and less of the business case and justifications. The book is chock full of other attorneys and firms stories of moving to or adding a virtual office. If you don't know much about starting an online office or have not researched the area, this is the book for you. If you've been looking and researching already, you may want to keep going.

The title should be "What virtual online services are - case studies and ethical issues." Just read Wikipedia, a Huffington Post article or two, and your local bar ethical guidelines, and save \$57. I already knew it was a growth industry. Hence my interest in "HOW" to do it. The reader doesn't

learn "how" to do anything. There's a checklist with "get a web developer". That's not helpful.

Interesting ideas. Poorly written/edited. Suggest read a sample page before buying. Ms. Kimbro, please go back to the drawing board and come back with a product worthy of your genius.

A good how-to manual.

This book is published by the ABA and covers the topics that are important to anyone wanting to understand the best practices that should be used when providing legal products to customers online. It has case studies, checklists, how-tos and is fully documented with links to relevant state bar ethics and advisory opinions as well as links to other helpful resources.

For all of the 1 stars out there that simply won't buy the book because they can't see the index or get a sample, both the index and chapter 1 of the book are on the ABA web page for this book[...]. Stephanie has done a GREAT job at organizing all of this material together. A real trail blazer in the legal community.

For anyone looking for "search inside"...if you go to the ABA store they have.pdf files of TABLE OF CONTENTS and CHAPTER ONE:[...]Table of Contents PDFChapter 1 PDFIn case you can't get theyah from heeyah, this link will get you there. Just click the photo of the book.[...]

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