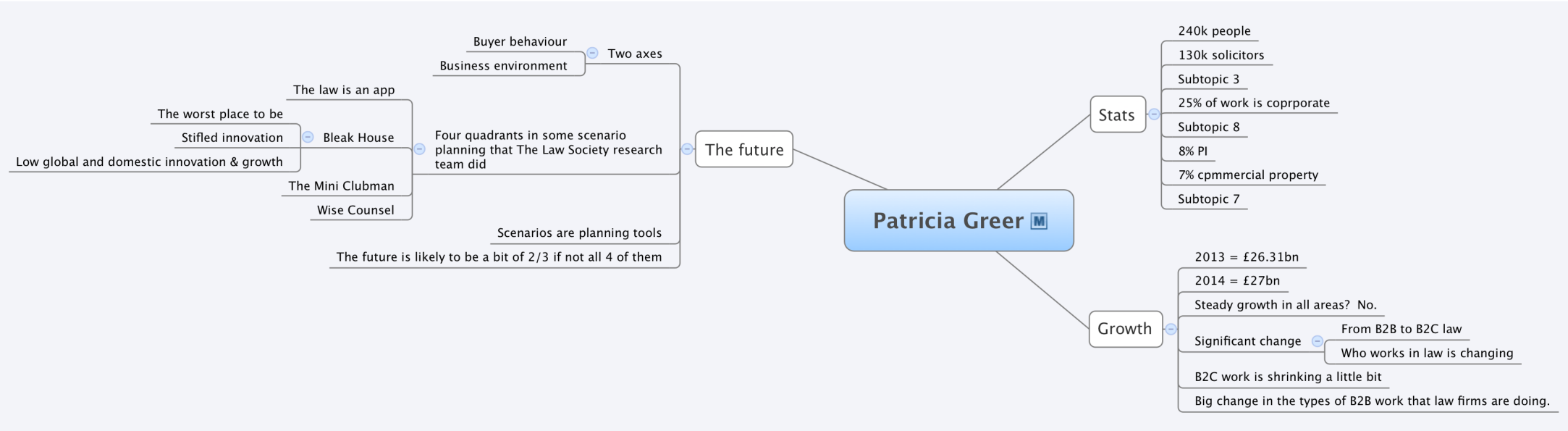
Patricia Greer
Stats
240k people
130k solicitors
Subtopic 3
25% of work is coprporate
Subtopic 8
8% PI
7% cpmmercial property
Subtopic 7
Growth
2013 = £26.31bn
2014 = £27bn
Steady growth in all areas? No.
Significant change
From B2B to B2C law
Who works in law is changing
B2C work is shrinking a little bit
Big change in the types of B2B work that law firms are doing.
The future
Two axes
Buyer behaviour
Business environment
Four quadrants in some scenario planning that The Law Society research team did
Bleak House
The law is an app
The worst place to be
Stifled innovation
Low global and domestic innovation & growth
The Mini Clubman
Wise Counsel
Scenarios are planning tools
The future is likely to be a bit of 2/3 if not all 4 of them