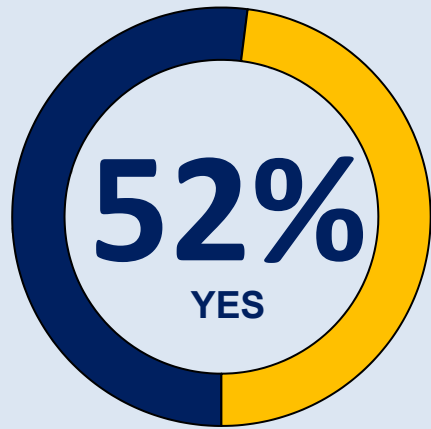
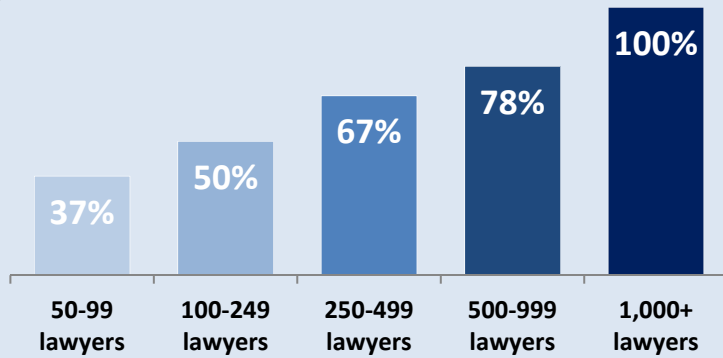


# LAW FIRM INNOVATION

*Is your firm creating special projects or experiments to test innovative ideas or methods?*



**YES**  
BY FIRM SIZE



“Some of your clients will happily equate value with an offer of hourly discounts, while others are looking for a more innovative approach to value...”

We often hear from law firms that they think their clients are increasingly less loyal, but we’re not sure this is necessarily correct. Many clients simply want more. They want innovation or efficiency or other improvements, and unfortunately many law firms aren’t delivering fast enough.”

-- *Clients and the Value Proposition*  
Tom Clay & Dan DiLucchio  
Altman Weil, Inc.

SOURCE: 2016 LAW FIRMS IN TRANSITION SURVEY • [WWW.ALTMANWEIL.COM/LFIT2016](http://WWW.ALTMANWEIL.COM/LFIT2016)