



LPM eNewsletter

Volume 2, Number 1 | Winter 2009

Law Practice Management resources – right at your fingertips!

See below for information on the following topics and more

[March 31st–LPM Telephone Seminar—"Boosting the Bottom Line When the Economy Tanks: Strategies for Law Firms"](#)

[LPM Vendor Resource Guide](#)

[Free Law Practice Management Resources – right at your fingertips!](#)

[Get the right job \(and/or the right employee\)](#)

[Law Practice Management Tools](#)



By Gary A. Munneke

*Chair, New York State Bar Association
Law Practice Management Committee*

I remember getting my first PC. It was 1983, and IBM was out to inundate the world with these new machines. It had been years since my predecessor as Chair of this Committee introduced the first computer in any law firm in the US, and presumably the world. It was a behemoth machine that took up an entire room, and was attended by strange men wearing thick glasses and white coats (imagine the TV show "Big Bang Theory" set in the 50s). By the time IBM came out with the PC, Big Blue had established market domination over computers in corporate America, and many larger law firms owned mini-computers that

bridged the gulf between Musselman's mega-machine at Milbank Tweed and the Personal Computers that followed. In fact, the PC wasn't even the first PC, as Apple, Tandy and a number of other companies produced small computers for the technologically advanced. But when the IBM-PC hit the market the world changed forever.

So it was with some amusement that I made my annual pilgrimage to Legal Tech New York to honor the computer gods, Sheldon, Howard, Raj and Leonard, and the goddess of the rest of us who don't really get it, Penny. There at the New York Hilton were literally acres of Exhibits on law office technology—admittedly far fewer than last year, but still awe inspiring for those of us who believe that Alt-Control-Del is the solution to any technology problem. I noticed that virtually (no pun intended) everything was labeled with e-discovery; I even picked up a brochure on some e-discovery golf bags. As always, there were all kinds of deals going down in the corner—no not drug deals—tech deals. Vendors selling products to firms and companies. Vendors hiring employees from other vendors. Speakers trying to line up the next gig. My friend the chatchke queen trying to find all the best giveaways. Attendees trying to score invitations to free lunches and cocktail parties to demonstrate

that they were really A-Listers. And all the while I kept hearing Sheldon chuckling in the background at the futility of human existence.

There was no killer app this year that will change our lives like the PC did a quarter century ago. There was just a lot of serious questioning about how spending money on technology in these economic times might produce efficiencies or save some cash in the long run, and keep the firm afloat. It's not clear that the Legal Tech attendees had bought into the Obamanomics principle that you have to spend money to make money, and if you don't make money, you'll never survive the depression (everybody says that the economy is worse than a recession, but nobody wants to say the "D" word, so maybe dre-pression is the better term (or its less severe, but still serious cousin, the dre-cession).

If you missed Legal Tech, you can always head to Chicago, for the ABA Techshow April 2-4 in Chicago. Or you can just keep up with Technology through the NYSBA Law Practice Management Committee. The Committee sponsors CLE programs and webinars on a variety of topics including technology. It publishes a Resource Guide with information on legal technology vendors in New York. It maintains technology presence on the LPM pages of the NYSBA Web Site. It watches the market for events, publications, new products and other information that lawyers can use in their daily practice. It helps you to cope with the evolving technology landscape. So, who's laughing now computer gods?

* Gary Munneke is a Professor of Law at Pace Law School in White Plains, New York, and a member of the American Bar Association Board of Governors. The views expressed in this article do not reflect the views or policy of the American Bar Association, its Board of Governors or House of Delegates.

[\(back to top\)](#)

LPM Telephone Seminar

"Boosting the Bottom Line When the Economy Tanks: Strategies for Law Firms"

Click here to Register www.nysba.org/lpmboostingthebottomline

During the preceding era of plenty, typified by record earnings and substantial distributable income to partners, there was plenty of cash to go around, and partners were satisfied with their firm's profits and their net income. However, during the last few months, the economic landscape has changed dramatically.

The economic euphoria resulting from clients' demands has been replaced by concerns resulting from a slowdown in the amount of new profitable transactional business, reduced utilization of professional personnel, underutilized associates and less than profitable partners, slower payment of bills by clients, increased receivables, "overstaffing" of professional and administrative personnel, higher overhead, excess office space.

Faculty members will describe proven short and long-term strategies available to law firms to boost their bottom line when the economy tanks and do so in a way that does not create problems when the eventual recovery comes around.

[\(back to top\)](#)

LPM Vendor Resource Guide

This guide is intended as a resource for our members, to help them find technology products and services which may be useful in their firms.

Software

[Accounting/Finance Software](#)

[Case Matter Practice Management Software](#)

[Cost Recovery Software](#)

[Database Software](#)

[Document Management Software](#)

[Enterprise Search Software](#)

[File Backup/Storage](#)

[Litigation/Trial Support Software](#)

[Timekeeping/Billing Software](#)

Services

Integration and Training

[Accounting and Tax](#)

[Financial](#)

[Insurance](#)

[Telecommunications](#)

Consulting

[1031 Qualified Intermediary](#)

[Appellate Printing](#)

[Consulting](#)

[Dictation/Transcription](#)

[Legal Research](#)

[Medical Record Retrieval](#)

[Webinars](#)

[Website Development](#)

Hardware

[Computers - Servers, Desktops, Notebooks](#)

[\(back to top\)](#)

Free Law Practice Management Resources – right at your fingertips!

PLANNING AHEAD: A GUIDE FOR SOLO PRACTITIONERS – free downloadable publication
The busy lawyer quick computer reference guide for outlook, work and powerpoint – free
downloadable publication

LAW PRACTICE MANAGEMENT TOOLS (WWW.NYSBA.ORG/LPM)

([back to top](#))

Get the right job (and/or the right employee)

www.nysba.org/lawjobs

NYSBA and lawjobs.com have partnered to provide members with legal market's most targeted career center connecting job candidates, employers and recruiters. Combining our rich content with the best of breed search technology, lawjobs.com has become an indispensable networking tool, putting legal careers in high gear.

Individual NYSBA member benefits:

Build your resume & cover letter, set up job alerts and start your search! Keep track of all job applications and activity, save searches, and opt for complete confidentiality if desired.

By registering, you'll also enjoy exclusive NYSBA benefits including:

- A discount on subscriptions to the New York Law Journal, in print and online
- Immediate email notification of all NY jobs posted in the database
- A discount on ALM Media, Inc. books, research and periodicals

NYSBA Law Firm member benefits

Post individual jobs, or combine multiple postings with our other online services. You'll receive complete applicant tracking capability and a detailed online response report to track ROI.

This exclusive NY partnership also entitles you to free access to lawjobs resume database (a \$1990 annual value) - search the skills of over 40,000 candidates

Click here to begin www.nysba.org/lawjobs

([back to top](#))

Law Practice Management Tools (www.nysba.org/LPM)

> Solo and Small Firm Resource Center



**[LPM VENDOR
RESOURCE GUIDE](#)**



[TECHNOLOGY](#)



**[MARKETING/
CLIENT DEVELOPMENT](#)**



**[EMPLOYMENT
ISSUES / HUMAN
RESOURCES](#)**

**[FIRM FINANCES
AND LAW PRACTICE](#)**

[ASK A COLLEAGUE](#)



RISK MANAGEMENT



**ALA (The Association
of Legal
Administrators)
>NYC Chapter**

[\(back to top\)](#)

LPM provides members with education and information on managing your law office.
Go to www.nysba.org/LPM, e-mail lpn@nysba.org or call 1.800.699.5636.

NEW YORK STATE BAR ASSOCIATION
1 Elk Street, Albany, NY 12207 • P 518.463.3200 • F 518.487.5694 • www.nysba.org

This e-mail is provided to you using the address you supplied to NYSBA, in order to keep you apprised of NYSBA programs and services that may be of interest to you. If you prefer not to receive these types of e-mail messages from NYSBA in the future, please do not reply to this message, but instead go to www.nysba.org/unsubscribe where you can remove your e-mail address from further e-mails.