

## Autumn Reflections and Words of Gratitude

By [LawVision](#) on September 5, 2014

As we enjoy the waning days of summer, we focus on the new beginnings that autumn brings: a new school year, football season, and for firm leaders, planning and budgeting for the next year. For us at LawVision Group, it's also time to celebrate the start of our fourth year as a new company, and we thank you, our clients and friends, for making that possible.

It certainly has been, and continues to be, an exciting time for the legal industry. While we've seen ups and downs, it is predominantly a sideways market for lawyers still selling their time. While some firms are thriving, others are struggling. The old assumptions are coming under fire. What firms assumed would always be true, can no longer be relied upon. Partners increasingly question long-standing business models. Clients continue to press for increased cost control, even while the need for legal solutions grows. Efficiency demands and non-traditional legal service providers frustrate the efforts of traditional firms to build their businesses. Rainmakers reign supreme – but some don't stay too long, hopping from one firm to another at the first sign of instability. They are a skittish bunch, but you can't live without them, and the industry needs more of them. In reaction to the marketplace, there will be more mergers, more breakups, more start-ups, more disrupters, and more change – and the legal profession and its clients will be better off for it. But some lawyers and firms may not be. So be it. Leadership is critical these days.

At LawVision Group, we are proud and humbled to play a small role in helping the profession (and the industry) navigate these challenging times. You have involved us in numerous mergers, multiple turnarounds, and significant strategy development and change management projects. We've had the privilege of working with hundreds of lawyers to help them build their business bases and client development skills, and many others as they develop their skills as practice and firm leaders. We have assisted our clients in implementing legal project management and business process improvement, and have helped firms navigate the treacherous waters of client and leadership succession that so many face today.

We would not be here without you, our clients and friends. Thank you for the confidence you have placed in our team, and for your continued support. You have entrusted us with your critical challenges, and given us the opportunity to collaborate with you on the development and implementation of new strategies, solutions and services as your needs and those of the industry continue to change. We look forward to continuing to earn your trust for many years to come.

Best wishes to all for a successful finish to the year and an effective ramp-up to 2015!

The LawVision Group Team