Listening Episode 185 AI in the law firm

reduce your workload

boost profits

double the profit

a referral scheme

under X's leadership

growth through superior capabilities

trying to scale

build a thriving culture

make a real difference to the performance

entrepreneurial drive

to empower others to operate at their best

a complicated matrix of

harder to replicate

an augmented delivery

losing some of the things you hold dear

fairly like-minded people

subscribe to the idea

get the magic formula

be bought into the vision of the firm

get sth out of every transaction

operate a hybrid model

putting their foot down

the loss of visibility

a lot of that will fall away

get a status boost

galloping towards that future

at the heart of it

aside from that knowledge piece

make sure we don’t go off track

the broader commercial considerations

take the heavy lifting of the contract drafting

do the first parse

I’ve got a vested interest in it

filling unmet legal demand

it didn’t go to plan

hold me to account for sth

give sm a great bird’s-eye view of sth

an output-based pricing model

get left behind

it cascades all the way across the business

reconcile inward bank payment

freedom to take measured risk

not to be whipped for mistakes

to jump at the chance

get behind their idea

it’s not rocket science

.....

I’m delighted to have you here

You’re more than welcome

you’ve absolutely earned it

what I sense from this

on top of that

harder than it sounds

that’s not always the case

that’s a trajectory

that sounds so straightforward

at the end of the day

it’s great to hear your take on ...

maybe this is cliché

you hit the nail on the head

keep towards the north star

you’re absolutely speaking my language