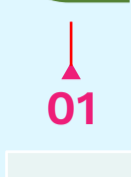


8

Key Challenges For Law Firms In 2022/23



01



02



03



04



05



06



07



08



01

Acquiring & Retaining Talent

The number 1 challenge for law firms is the attraction and retention of talent. Firms must build a strong employer brand

02

Attracting New Business

Referrals are vital & valuable but do not bring in the volume of new business required. Better marketing is needed to deliver new business

03

Successful Hybrid Working

Agile working is a change for the better. Firms must be innovative & disruptive in their thinking around hybrid culture

04

Training & Competence Building

Firms need to invest & help all their people to continue to develop professional competencies through their career

05

Fee Rate Pressure & Client Value

Recognise the constant pressure on lawyers to deliver fees & that clients are looking for more value and greater levels of service for less

06

Website, Processes & Technology

Firms must have an engaging website & social media presence. Continue to invest in best legal practice processes and systems

07

ESG Importance

ESG is topping the agenda of employees & clients. Real investment will reap rewards internally and externally

08

Creativity & Innovation

Put clients at the centre of the practice and build services around their needs. Be distinctive & creative with brand and comms