

Our Challenges

- What are the challenges facing the firm?
- What obstacles stand in the firm's way?
- What are internal challenges facing the firm?
- What are external challenges facing the firm?
- What are internal threats facing the firm?
- What are external threats facing the firm?

- Who are the firm's main competitors? What can you learn from them? How can you distinguish yourself from them?
- What disruptions do you anticipate to the delivery of legal services?
- What changes do you anticipate how clients select counsel?
- What changes do you anticipate regarding how clients pay counsel and what services they will continue to pay for and what services will be absorbed in house, will be sent to a third party vendor or simply become fungible.
- What changes in other sectors of the economy (retail, health, transportation, etc) may affect your business model? How can you prepare for those changes?
- How can you change your business development and marketing efforts to addresses the challenges facing your firm?