



# LEGAL INNOVATORS

by Greenblatt & Parker

Building a More Cost-Effective Junior Attorney  
Workforce Within the Legal Community

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**CONFIDENTIAL**

[www.LEGAL-INNOVATORS.com](http://www.LEGAL-INNOVATORS.com)



### **Cost-Effective Services**

Rationalize the cost of skilled junior legal talent.



### **Attorney Recruitment**

A holistic approach to law school recruiting.



### **Attorney Development**

Professional development, training and mentorship is key.



### **Diversity, Equity and inclusion**

Talent should not be limited. DEI is a business imperative.



**We're changing many aspects of how the law is practiced, without sacrificing quality.**

# Setting the Tone for Diversity

**Firm Leadership Sets the Tone**

**Use of Data to Drive Reform Through Evidenced Based Systems**

**Invest in Change Management**



**Show Alternative Models of Creating Pipeline Diversity**

The case for diversity—morally and profit wise, is clear. We must treat diversity and inclusion as business imperatives, and be relentless in innovating and our use of data.

# Metrics

- The LI Fellows represent a diverse, quality group of lawyers who are ready to compete at or above class level at any AmLaw 200 firm
- A core part of Legal Innovators mission is to drive structural change in DE&I.
- We are placing a particular emphasis on expanding the Black and Latin X demographics
- We believe our relationships, process and reach can drive meaningful progress in combination with your “network” power going forward



Class of 2019 DE&I Statistics	
Men	50%
Women	50%
Black	40%
Asian	20%
LGBTQ	10%

Class of 2020 DE&I Statistics	
Men	25%
Women	75%
Black	87.5%
Asian	12.5%
Other	12.5%

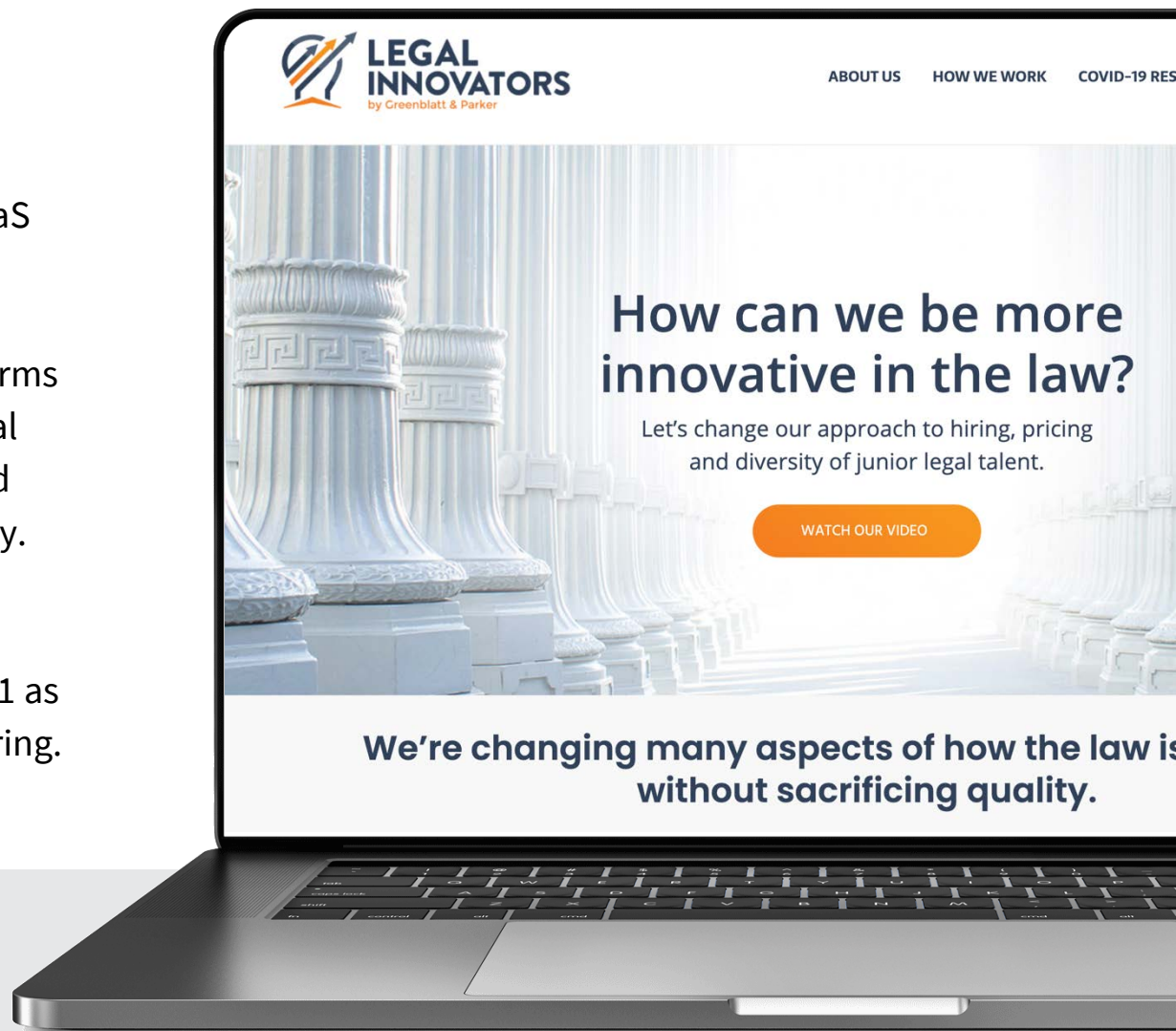
2019-2020 Combined DE&I Statistics	
Men	39%
Women	61%
Black	50%
Asian	16.7%
LGBTQ	5%
Other	5%

# Development Pipeline

We are exploring a legal software platform that can be offered on a SaaS basis.

The SaaS solution would allow law firms and corporate departments to, in real time, understand their legal data and costs and make decisions accordingly.

The company plans to offer an application to customers by mid 2021 as a pre-cursor to a potential SaaS offering.





## QUESTIONS?

- **LI Can Offer**
  - **Pro Bono**
  - **Training**
  
- **Asks: Introductions**

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[www.legal-innovators.com](http://www.legal-innovators.com)

WHITEPAPER

## Restoring Lost Hope:

How to finally achieve  
meaningful diversity and  
inclusion in the legal industry