

# The Rise Of The Millennial Lawyer

LOD - Lawyers On Demand

#millennials #byinhouse #ACCNatCon17 #ACCAustralia

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# Our Panel



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# The Millennial Lawyer

*“Millennials (also known as Generation Y) are the demographic cohort following Generation X.*

*There are no precise dates for when this cohort starts or ends; demographers and researchers typically use the early 1980s as starting birth years and the mid-1990s to early 2000s as ending birth years” (Wikipedia)*



## Four Themes

1. Customisation and Bespoke Delivery
2. Pricing and Value
3. Multi-Disciplinary
4. Flexibility



## Customisation & Bespoke Delivery

- Bespoke delivery of a commoditised service
- Closer alignment of skill to task
- Unbundling of legal services

## Pricing & Value

- Availability of internal and external data
- No longer regard law firms as the only, or default, suppliers
- Huge value placed on the convenience of purchasing legal services

## Multi-Disciplinary

- Non-lawyers in Law firms and In-House teams
- Broader professional services offerings
- Impact of legal operations, procurement and tech experts
- Openness to using technological solutions

## Flexibility

- Flexible, task focused working environments
- Non-traditional career paths within the law
- Outside non-legal professional interests
- Fast career advancement and opportunity



# Conclusions on the Millennial lawyer and legal market



# Questions?



# Thank you

