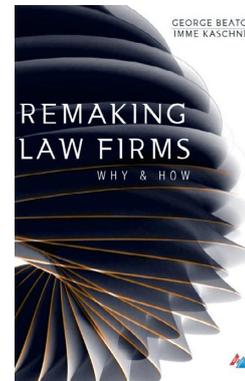


## READING LIST

# Remaking the mould

Stuart Peggie, global business manager for Eversheds, finds *Remaking Law Firms: Why and How* a well-timed and well-built book for a new era of legal, business and structural uncertainty ahead



**E**ven before the Great British public was asked to vote on whether the UK ought to remain a part of the European Union we all knew that the legal industry was starting to change – that law firms were going to need to get themselves up to date. But the result of that vote has very possibly escalated the need for review, and even a change of direction for many (at least if you believe the doom merchants). Hourly rates, reliance on loyal clients, jobs for life and ‘we’ve always done it this way’ are gone. Now it’s all about innovation, global domination, value and technology.

*Remaking Law Firms: Why and How* has an impressive cast of contributors from all sorts of different backgrounds – and it works well as the content covers such a broad spectrum. As a manager of more than 16 years I appreciate the black-and-white approach of the book, combined with the way that each area is followed up with a case study. In my opinion, there’s nothing worse than a hugely technical (read: boring) set of chapters that are all about an author’s opinion. My preferred way of learning and improving is to hear from a variety of people about what they’ve done, why they did it – and, of course, how it went. That then leaves me free to think about whether it would be suitable for me and my firm. Change (type, pace, method) is not a one-size-fits-all.

Dr Beaton and Dr Kaschner have

wisely split the book into manageable chunks. This means it can be read cover to cover (as I did), or treat it more as a reference book to dip into depending on what is flavour of the month. I see no reason that a reader couldn’t jump straight into chapter nine, for example, immersing themselves immediately in pricing and fee arrangements.

That said, of particular interest to me was the focus on globalising and process improvement. These areas really resonated with my role and the journey that I’m on here at Eversheds. Continuous improvement is a massive challenge, especially across multiple jurisdictions – so it was great to read how others are tackling things.

I’ve also found that finding a book written for senior managers who work across the various areas of business service delivery is fairly unusual – so that was a pleasant surprise.

But perhaps the biggest theme I picked up is that it’s all about the clients. They will drive how we all operate. Well, of course, we all knew that, right? But it never gets boring to hear it. We know it, but we love to keep hearing it.

Now, don’t get me wrong – Beaton and Kaschner can’t give us all the answers. This book’s 250 or so pages aren’t going to be the complete solution for the next 100 years. But I found it thought-provoking, interesting, well-written and helpful when faced with the question ‘what now ...?’

**Publisher:** ABA Book Publishing  
**Publication date:** March 2016  
**Price:** £53.48  
**OFFER: 30% off – visit website ShopABA, register and enter code PAB16REMAKE**

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