FOSTERING INNOVATION THROUGH INCUBATORS
To Grow Sustainable Practices and Better Serve the Underserved

**Use of Technology**

For example: Virtual firms, online advice, document automation

Why? Use technology to increase the efficiency of your practice, increase volume and lower costs. Respond to the growing number of people who turn to online solutions.

Where to Start: "Serving Clients of Moderate Means with Online Legal Services," from Reinventing the Practice of Law and the ABA Legal Technology Resource Center

**Flexible Compensation Arrangements**

For example: Fixed fees, sliding-scale fees and other creative, flexible pricing options

Why? Make your services more affordable, accessible and transparent to low- and moderate-income clients with alternatives to the billable hour.

Where to Start: The Pricing Toolkit of the Justice Entrepreneurs Project and Chicago Bar Foundation summarizes various alternative pricing options.

**Alternative Delivery Models**

For example: Unbundling, aka limited scope representation

Why? Expand your client base by reaching those who couldn’t afford to hire a full-service lawyer, but can afford some level of representation.

Where to Start: The ABA Delivery Committee maintains the Unbundling Resource Center with rules, articles, toolkits and more.

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ABA STANDING COMMITTEE ON THE DELIVERY OF LEGAL SERVICES

Find these resources and more at: WWW.AMERICKANBAR.ORG/DELIVERY