

Save Time and Avoid Errors:

THE VALUE OF DOCUMENT AUTOMATION FOR SMALL AND MID-SIZE LAW FIRMS



Tucker Cottingham

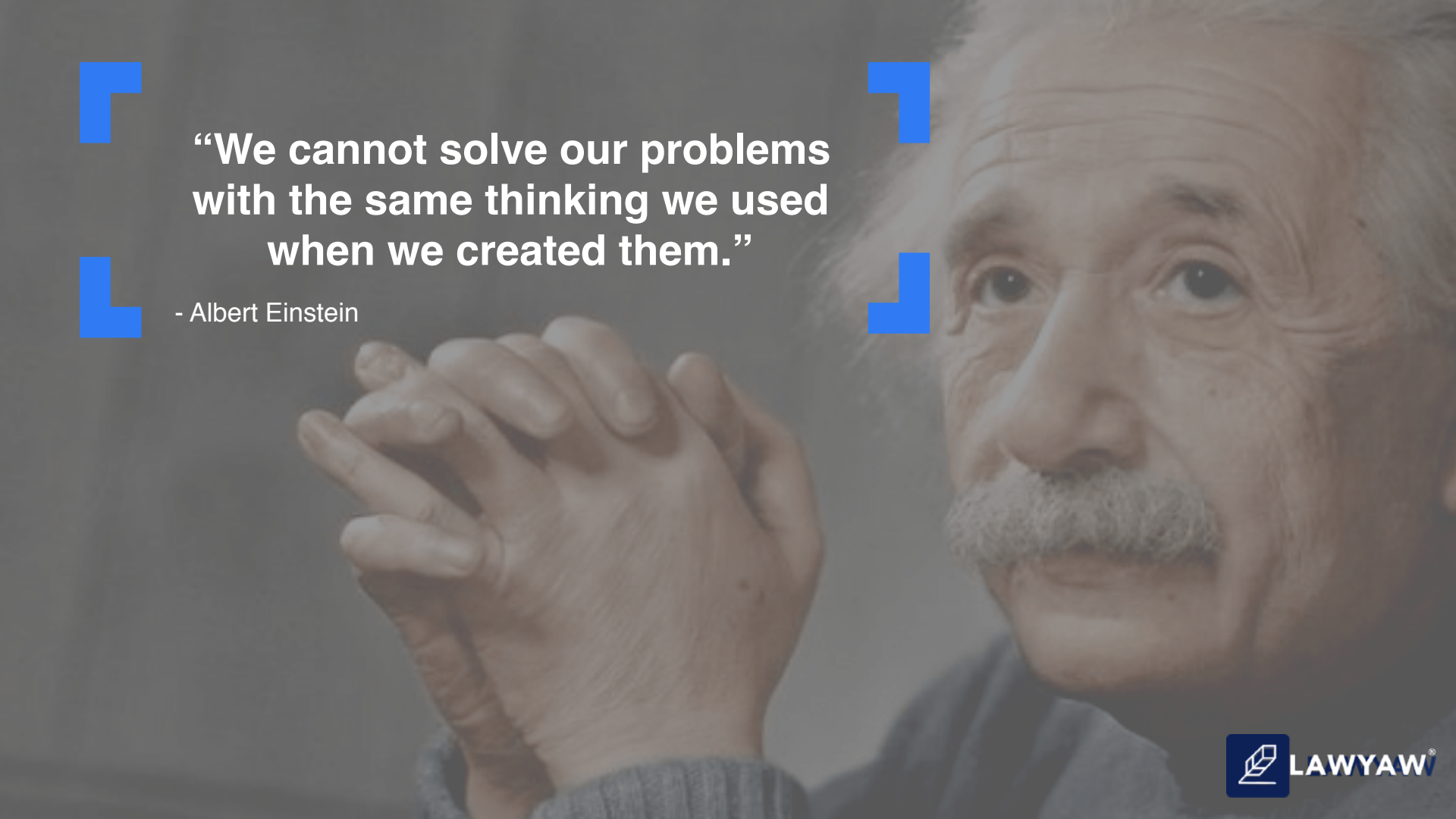
Founder / CEO, Lawyaw

Tucker@lawyaw.com

www.lawyaw.com



LAWYAW

A faded, grayscale portrait of Albert Einstein serves as the background for the slide. He is shown from the chest up, looking slightly to the right of the camera. His hands are clasped together in front of him, resting on a surface. The lighting is soft, highlighting his facial features and the texture of his hair and mustache.

**“We cannot solve our problems
with the same thinking we used
when we created them.”**

- Albert Einstein

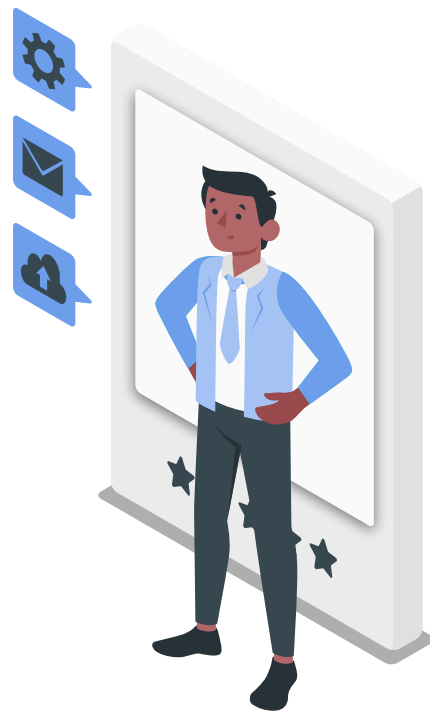
LAWYAW BY THE NUMBERS

Solutions Designed for Legal Professionals

- **5 years old** Lawyaw was founded in 2016
- **1,200+ law firms** actively using Lawyaw
- **37 states & 5 countries** represented among current users
- **1,200,000+ documents** generated through Lawyaw
- **300,000+ eSignatures** filed with courts

THE LAWYAW DIFFERENCE

- Lawyaw provides an **end-to-end document automation solution** from intake to e-sign
- **Automate your proprietary docs** rather use than generic templates
- **Unique features** like conditional logic, and the ability to assign multiple roles to a single contact
- **Dedicated support and onboarding** designed to help firms be successful quickly
- **Plays well with others** including Clio integration





AGENDA

- What is Document Automation?
- Uses by Practice Type
 - Letters
 - Family Law
 - Estate Planning
 - Personal Injury
 - Business Law
- Adopting New Technology
- Work-Life Balance
- Q&A



WHAT IS DOCUMENT AUTOMATION?



LAWYAW

WHAT IT'S NOT

- Generic pre-made templates
- Find and replace
- Something requiring a computer science degree
- A dangerous robot sent from the future



HOW IT STARTED

Dear Nancy Higgins 2... Support Mystacks

File Home Insert Draw Design Layout Referer Mailing Review View TheFor Pathag Tell me

PathSmart SaveSm Patha

Document Assembly (Libraries & Books)

Current Library
DOCASSEMDEMO

Select Book

- General
- Wills
- Contract Clauses
- RestaurantMenu
- Ulds
- Jury Instructions
-
-
-
-
-
-
- My Templates

Save text to 'My Templates' folder.

Show on Clause Selection Form:

- Names
- Subjects
- Clause-Sets

or

- Printable Checklist
- Display Folder
- Save text to selected
- Create DropDown List.

Prefix:
set_

Settings

InTake Form Next >>

Freestyle

Pathagoras 2017.1

Dear jon snow

On behalf of ni
commander be

The company v
Company's reg
deems necessa

tion as lord

rdance with the
our compensation,

You will be entitled to unlimited paid vacation days during the continuation of this agreement.

deanerys targaryen

01/01/001

Page 1 of 1 15 of 78 words

HOW IT'S GOING

Child 1

Roseanne Cash

Full Name

Roseanne Cash

x 3

sex

Male

Female

female

x 3

Date of Birth

September 03, 2020

x 3

Update Contact

WHAT IS DOCUMENT AUTOMATION

- Fool-proofing your document creation process
- Identifying changeable text in your own documents
- Auto-insert clauses and text based on rules (conditional logic)
- Reusing info across documents and workflows

WHAT IT MEANS FOR YOU

- **Save time**
 - 83% reduction in time spent document drafting, for example.
- **Avoid errors**
 - Manual processes introduce more chances for mistakes
- **Empower your team**
 - Easier delegation & collaboration (*especially w/ remote work*)
- **Delight your clients**
 - Client convenience, satisfaction, and transparency

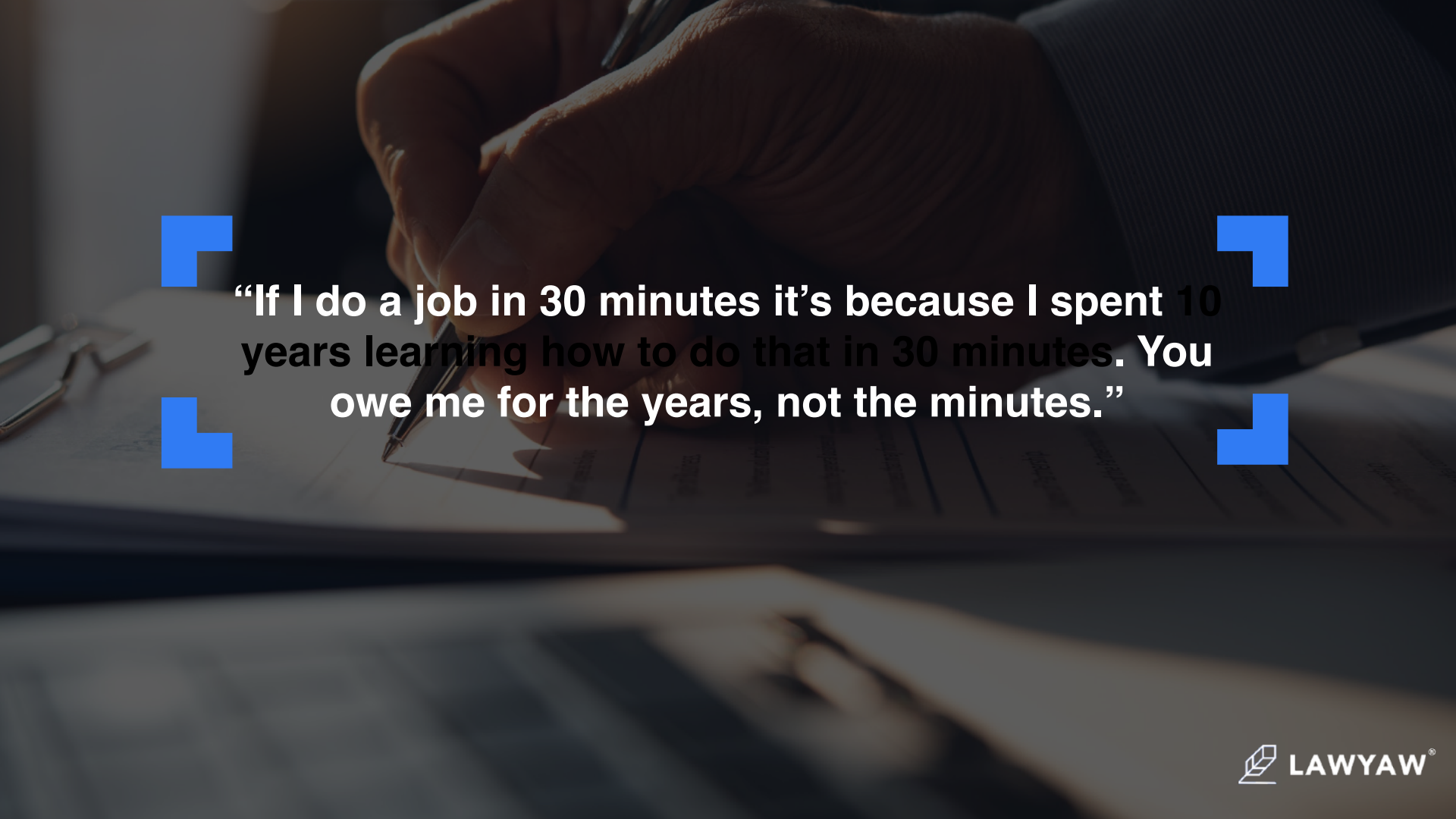


“It used to take me up to **two hours** to generate an entire set of documents for my clients. In Lawyaw, I generate everything in **20 minutes** tops...”

-Samuel Thomas



Athens, GA
Family Law Practice

A close-up photograph of a person's hand in a dark suit sleeve, holding a pen and writing on a document. The image is dimly lit, with a blue tint. The quote is centered over the image, flanked by blue L-shaped corner brackets.

“If I do a job in 30 minutes it’s because I spent 10 years learning how to do that in 30 minutes. You owe me for the years, not the minutes.”

CONSUMERS EXPECT TECHNOLOGY

58%

OF CONSUMERS SAID THAT
TECHNOLOGY IS MORE IMPORTANT
TO THEM NOW THAN BEFORE
THE CORONAVIRUS PANDEMIC.

69%

OF CONSUMERS PREFER TO SHARE
DOCUMENTS ELECTRONICALLY.



USES BY PRACTICE TYPE



COMMONLY AUTOMATED DOCUMENTS

Letters

- Engagement Agreements
- Prospective Client Declination
- Client Status Update Letters
- Disengagement Letters

Family Law

- Petition for Divorce
- Marital Settlement Agreement
- Parenting Plans
- Decree of Divorce
- Affidavits

COMMONLY AUTOMATED DOCUMENTS

Business Law

- Articles of Organization
- Corporate Bylaws
- Shareholder Consent to Action Without Meetings
- Restricted Stock Purchase Agreements
- Option Grants
- LLC Membership Agreements



COMMONLY AUTOMATED DOCUMENTS

Estate Planning

- Last Will and Testament
- Statutory Power of Attorney
- Medical Power of Attorney
- Advanced Health Care Directives

Personal Injury

- HIPPA Authorizations
- Demand Letters
- Protective Orders
- Meet and Confer Letters

ADOPTING NEW TECH



LAWYAW



FRAMING YOUR APPROACH

Start by thinking in terms of projects:

1. Time
2. Money
3. Frequency
4. Who is doing the work



Consider how features and services impact your success to find the solution that's right for you:

1. Price
2. Onboarding & Support
3. Data Storage & Integrations
4. Practice-Specific Workflows



What is your biggest challenge for implementing document automation

1. Don't know how it will work for my firm
2. Identifying specific documents to turn into templates
3. Time required to create reusable templates
4. Getting buy-in from your team



IMPROVING WORK-LIFE BALANCE



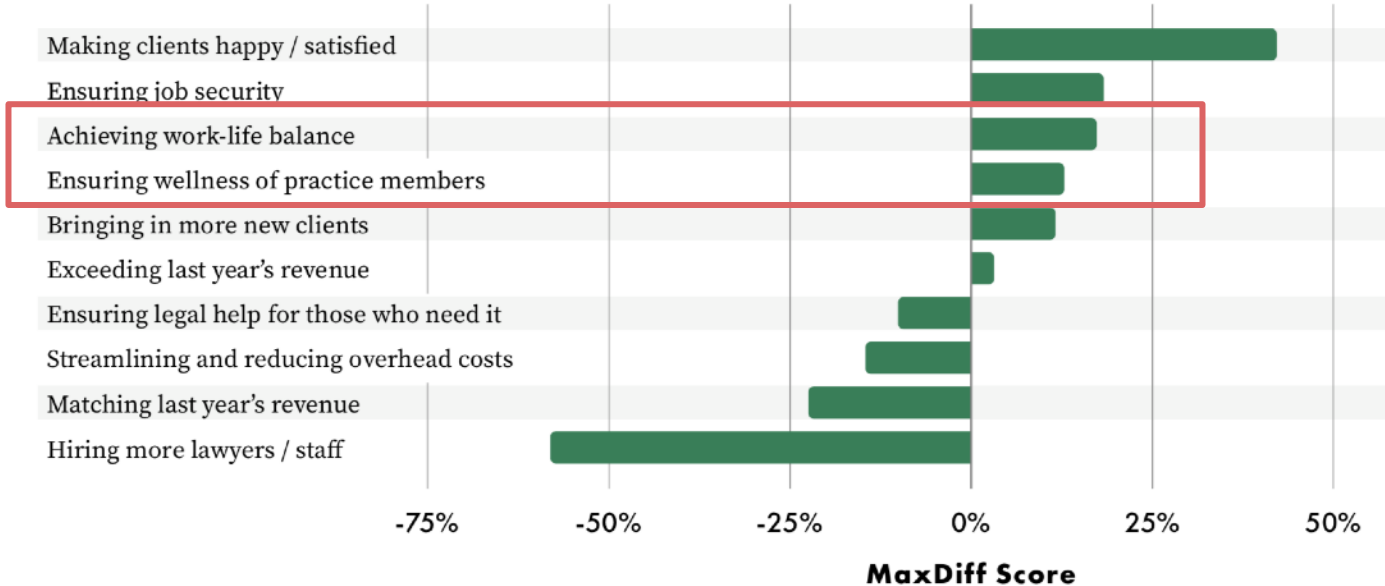
LAWYAW

58%

Of legal professionals say technology has improved their work-life balance during the pandemic.

BUSINESS GOALS & COVID

Importance in defining law firm success



Q&A

Thank you for taking the time to join us today.

hello@lawyaw.com

www.lawyaw.com