



## Finding Bliss: Innovative Legal Models for Happy Clients & Happy Lawyers

*Deborah Epstein Henry, Suzie Scanlon Rabinowitz, Garry A. Berger*

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Change has come to the legal profession, as never before. Once hallowed law firms face unprecedented financial pressures. *Their corporate clients are negotiating rates and reducing their outside counsel spending.* They are also demanding more predictability in pricing, increased flexibility in staffing, and added value from all legal services firms. Lawyers themselves, overworked and worried about job security (if they are lucky enough to have a job), are more stressed and anxiety ridden than ever.

To address these challenges, and to improve the delivery of legal services and the daily lives of lawyers, *Finding Bliss: Innovative Legal Models for Happy Clients & Happy Lawyers* provides creative and disruptive solutions. Authored by the three co-founders of Bliss Lawyers, a secondment firm that is transforming the way corporations and law firms engage high caliber attorneys, the book provides compelling examples of how to achieve greater success—in terms of profitability, productivity and satisfaction.

*Finding Bliss* explores seven key themes to improve legal practice and client service, including: innovation; value; predictability and trust; flexibility; talent development; diversity and inclusion; and, relationship building. In a ground-breaking analysis, *Finding Bliss* addresses the profession's challenges from both sides of an evolving equation: the structural change within law firms, in-house legal departments, and other legal service providers, and the individual change in today's attorneys seeking to meet business needs while gaining more flexibility and freedom. Through the book's seven themes, *Finding Bliss* tackles the answers to how traditional and new model firms can more effectively deliver legal services and align the skills of the legal talent pool to better meet clients' needs.

With a combination of innovative foresight and penetrating understanding, *Finding Bliss* provides wisdom and inspiration of how to successfully navigate this critical moment of upheaval and opportunity facing the legal profession. The result? Happy Clients and Happy Lawyers.

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