AI for Lawyers
Cutting Edge (and Simpler) Solutions

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I. WHAT IS AI?

Not magic. Just code, numbers, and smart human analysts.

A. Forms of AI

1. Machine Learning
   a) Deep Learning

2. Natural Language Processing
   a) Text Generation
   b) Question Answering
   c) Context Extraction
   d) Classification
   e) Machine Translation

3. Expert Systems
   a) E.g., TurboTax

4. Speech Recognition
   a) Speech to Text
   b) Text to Speech
5. Vision
   a) Machine Vision
   b) Image Recognition

6. Planning

7. Robotics

8. Artificial General Intelligence

II. LAWYERS’ DUTY OF TECH COMPETENCE

A. ABA model Rule 1.1 — Competence

A lawyer shall provide competent representation to a client. Competent representation requires the legal knowledge, skill, thoroughness and preparation reasonably necessary for the representation.

Comment 8 – Maintaining Competence

To maintain the requisite knowledge and skill, a lawyer should keep abreast of changes in the law and its practice, including the benefits and risks associated with relevant technology, engage in continuing study and education and comply with all continuing legal education requirements to which the lawyer is subject.

B. States Adopting Duty of Tech Competence: 38

https://www.lawsitesblog.com/tech-competence

III. YESTERDAY’S AI

A. Tools you use every day

1. Word

2. Excel

3. PDF

B. Procertas & Casey Flaherty

https://www.procertas.com/
C. Get a scanner: Fujitsu Scansnap

IV. CYBERSECURITY

A. People + Tech + Processes

1. People
   Train the weakest link (“human engineering”)

2. Technology – E.g.,
   a) Firewalls
   b) Incident detection
   c) Encryption
   d) Require strong passwords

3. Processes/Controls – E.g.,
   a) Policies + Education + Awareness + Diligence
   b) Limited access privileges
   c) Multi-factor authentication (2FA)
   d) Prohibiting shared passwords

B. Cybersecurity Tips

1. Encrypt your devices (BitLocker or FileVault)

2. Update your tech:
   a) Devices (e.g., mobile 3-year security guarantee)
   b) Operating systems (e.g., Windows, MacOS)
   c) Browsers (e.g., Chrome, Firefox, Edge)
d) Antivirus

3. Use Password Managers + strong passwords
4. Use multifactor authentication (2FA or MFA)

C. Lawyerist

1. Website
   https://lawyerist.com/
   https://lawyerist.com/technology/
2. Small Firm Roadmap

D. Document Assembly

1. HotDocs
2. Templafy
3. Docassemble

E. Project Management

1. Kanban
2. John Grant: “Agile Attorney”
   https://agileattorney.com/
3. Trello
   https://trello.com/

F. Practice Management

1. Clio
   https://www.clio.com/
2. RocketMatter
   https://www.rocketmatter.com/
G. Calendar Automation

1. Calendly
   https://calendly.com/

2. Acuity Scheduling
   https://www.acuitiescheduling.com/

H. Cloud Automation

1. Zapier
   https://zapier.com/home

2. IFTTT
   https://ifttt.com/

3. TypeForm
   https://www.typeform.com/
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Who are you?

...and do you know anything about AI?

What is AI?
Magic?

Nope. Just code.

...and numbers

TEST: IS IT A.I.?

Do you know how it works?

NO. Wow — amazing A.I.!

YES. Yawn — it’s just software.
Automatic?

Makes me faster? Better?

Does AI definition matter?
Probably not.

Then what does matter?

Does it help me do my job:
• Better?
• Faster?

NOTE:
1. No “Data Science”
2. No “Software”
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States adopting Duty of Tech Competence

Minimum Tech competence

What skills should lawyers have?
Emerging legal tech (e.g., AI)
Or is “yesterday’s legal tech” good enough?

Yesterday’s AI

Mapquest Navigation

Mapquest Navigation in a smartphone app
Then what should **lawyers** consider AI?

**Question**

**Yesterday’s AI for Lawyers**
Casey Flaherty

Accept/Turn-off changes + comments
Cut & Paste
Replace text
Format text
Footers
Insert hyperlink
Apply/Modify style
Insert/Update cross-references
Insert page break
Insert non-breaking space
Clean document properties
Create comparison document

Copy/Rename worksheet
Insert column
Format column width
Format text
Sort
Filter
Remove duplicates
Divide
Count
Sum
Average
Prepare to print
Pivot Table
Pivot Chart

Get more from the tools you use every day
Sort Data in Excel  Track Changes in Word  Annotate in PDF
Are you paperless?
Are you secure?

Willie Sutton

“Because that’s where the money is.”
Court (W.D. Va.):
“Harleysville has conceded that its actions were the cyber world equivalent of leaving its claims file on a bench in the public square and telling its counsel where they could find it.”

People + Tech + Processes

People – Train the weakest link (“human engineering”)

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• Use Password Managers + strong passwords

• Use multifactor authentication (2FA or MFA)
Workflow:
Processes, then tech.
Law Firms R Us
Client Intake Form

Is that AI?
What if it took 3 assistants’ jobs?

Client Relationship Software

E-mail Marketing Automation

Net Promoter Score = % Promoters − % Detractors

Types of Drip Campaigns

Best Practices

Design for Your Audience

Test, Test, and Test Again

Utilize Your Tools

Marketing automation tools also provide segmentation tools, visual report/dashboards, and CRM integration that make using drip marketing campaigns even easier.
Elements of a breach of contract claim in Minnesota
HotDocs

Templafy

Docassemble

https://lawyerist.com/blog/do-it-yourself-document-assembly/
Project Management

Kanban

To Do
- Draft Rogs
- Win Case

Doing
- Draft Demand Letter
- Call Client

Done
- File Complaint

Avatars (one per person, not multiple!)
- Blockers
- Limits

Demo Board Tasks:
- Draft Interrogatory Statement
- Draft Motion for Summary Judgment
- Prop. Defend Depo. of _
- Draft Discovery Requests
- Add another card
- Add another card
Practice Management

Calendar Automation
Calendly

Cloud Automation

Zapier

Cloud Automation
Voice Recognition

Data Science
As Gregor Samsa awoke one morning from uneasy dreams he found himself transformed in his bed into a monstrous vermin.

I ate the spaghetti with chopsticks. I ate the spaghetti with meatballs.
Motion to Dismiss

Minnesota

Demurrer

California

Training Data = Systemic Biases

“How the world is.”

NOT “How it should be.”
King – Man + Woman = Queen

Non-malicious Human Bias
Non-malicious Human Bias

Today: Biases are Everywhere
Require better than our current world?
Better than humans?

Current Legal Research/Analytics
What opinions get published?
• “This case isn’t important”
• “One for each clerk”
• “Not for publication”
Systemic Bias: Female Litigators

Hold AI to a higher standard?

“As good as humans”?

Autonomous vehicles

“Slightly worse” still okay?
How often do ______ get it wrong?

- Judges?
- Juries?
- Legal Researchers?
- Brief writers?
- Human citators?

How do you know?

Overcoming Biases
Potential solutions
Identify/avoid current biases

Trust but verify
Doveryai, no proveryai
Доверай, но проверяй;

Account for systemic biases?

Regulation?
AI and Competence

The world’s a-changin’

Malpractice if you DON’T use AI (or data)?

30-year-old medical devices?
And procedures?

What questions do you have?