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VISIT the author's website at www.move-law.com

"An important book for an important time. Calling on extensive research and her own unparalleled experience, Michele DeStefano presents a compelling case that innovation in legal services is not only necessary but possible. Lawyers and law students at every stage of development would do well to embrace the prescient lessons in this book."
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"Massive change in the delivery of legal services is absolutely inevitable, and already well under way. Michele DeStefano shows the way to stay ahead by understanding the opportunity before us and creating strategies to overcome the mindset holding us back!"
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ENDORSED BY
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A GUIDE
to Creativity, Collaboration, and Innovation in Law

MICHELE DESTEFANO

In today's legal marketplace, clients are demanding services that require a new skill set and a new mindset from lawyers. In *Legal Upheaval*, Professor Michele DeStefano lays out the trifecta for success in a changed legal landscape: creativity, collaboration, and innovation.

DeStefano, a former marketing executive, now a professor at the University of Miami and guest faculty at Harvard Law School's Executive Education program, has spent over a decade researching the evolving legal marketplace. In *Legal Upheaval*, DeStefano provides powerful evidence that collaboration towards innovation is the new value equation in law, creating stickier and more profitable client relationships.

In a conversational fashion, DeStefano takes us on a journey from why lawyers need to innovate to how they can do so. She unveils the Lawyer Skills Delta and maps out a methodology for filling the gaps in current legal skill sets: The 3 Rules of Engagement and The 3-4-5 Method of Innovation for Lawyers. Full of points of reflection, as well as concrete directions, *Legal Upheaval* makes innovation accessible.

Borne of DeStefano's own work leading hundreds of multidisciplinary teams on innovation cycles, as well as conducting over 100 interviews of general counsels and law firm partners, *Legal Upheaval* provides a new understanding of the expectations of clients. It is the playbook for lawyers looking to transform client relationships and create a client-leadership edge.