

Praise for Legal Upheaval

“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.” **Professor David Wilkins, Lester Kissel Professor of Law, and Faculty Director of the Center on the Legal Profession, Harvard Law School**

“A thought-provoking account of the unthinkable truth: All lawyers should learn how to innovate, even if their business model isn’t broken. A necessary read for anyone who wants to differentiate in the legal marketplace.” **Horacio Gutierrez, General Counsel and VP of Business & Legal Affairs, Spotify**

“This work is the most important contribution so far to our understanding of innovation in law. Blending extensive research with practicing lawyers, a deep appreciation of strategy and management, and her own experience as a leading legal innovator, Michele DeStefano has written a book that should be read and acted upon by everyone interested in the future of legal service.” **Professor Richard Susskind, author of Tomorrow’s Lawyers**

“Legal Upheaval is jam-packed with research, practical examples, and reflection points on the topic of innovation—a must-read for law firm leaders, legal practitioners, and students alike.” **Wim Dejonghe, Senior Partner, Allen & Overy**

“With insights from interviews with over 100 lawyers in companies and law firms, Michele DeStefano’s book is set to become required reading for the successful lawyers of tomorrow.” **Rosemary Martin, Group General Counsel and Company Secretary, Vodafone**

“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 the mindset holding us back!” **Richard Macklin, Vice Chair, Denton**

“We, lawyers, are normally trained and prepared to provide technical legal advice. However, our role in corporations and firms requires an additional set of abilities, including a wide range of skills, behaviors, and a broad mindset. *Legal Upheaval* guides us into the future with a road map to legal innovation and culture change.” **Marco Araujo, General Counsel, Global Commercial Banking & Regional General Counsel Latin America, HSBC**

“*Legal Upheaval* comprehensively captures, in one book, all the current moving parts and challenges of the most seismic shift in how legal advice will be innovatively sourced and delivered in the 21st Century and beyond. The book also provides helpful workshop structures and an action plan to stimulate the reader into taking immediate action. Its overarching message, which should be ignored at the reader’s peril, is that the time to act has arrived. Do it Now!” **Richard Barlow, General Counsel and Chief Regulatory Officer, Domestic and General plc**

“Innovation” is one of the most misused and misunderstood terms in Law-Land. Much characterized as innovative isn’t and even more is neither useful nor practical in terms of customer delivered value. In *Legal Upheaval*, Michele DeStefano utilizes interviews, critical analysis, and humorous, conversational writing to provide a practical roadmap to actually innovate—but it requires behavioral change, commitment, and rigor. Those that can create and work in that innovative, collaborative, creative problem-solving environment will sharpen skills, open minds, and change the way they work to delight their customers.” **Jeff Carr, SVP General Counsel & Corporate Secretary, Univar Inc. and Former SVP General Counsel & Corporate Secretary, FMC**

“Michele DeStefano really understands the challenges facing the legal profession and in her book, she offers powerful yet practical insights about how these will need to be met—essential reading for those leading firms through the most turbulent of times.” **Peter Cornell, past Managing Partner Clifford Chance; Chairman, Lexington Consultants**

“Powerfully persuasive. This book will convince any lawyer of the critical need to think about and to try their hand at innovation. Open *Legal Upheaval* with a positive attitude and be prepared to be challenged.” **Robert Cutler, Chief Executive Partner, Clayton Utz**

“Be the change or face disruption. If you are ready for the most rewarding journey of your professional life, *Legal Upheaval* will open the door for you. Dive into the adventure of innovation.” **Dr. Guenther Dobrauz-Saldapenna, Partner & Leader PwC Legal Switzerland**

“Everyone talks about the importance of law firm innovation—but how do you actually do it? Michele DeStefano, chief architect of Law Without Walls and visionary of law’s future, has the answer in her essential new book *Legal Upheaval*. Loaded with powerful insights yet also accessible and engaging, *Legal Upheaval* guides the reader step-by-step through the innovation process, from honing new lawyer skills and mindsets to creating an innovation culture to designing an implementable roadmap to innovation every firm can use. Especially valuable for the law firm reader will be excerpts from exclusive interviews with more than 100 C-level executives in law departments and law firms that collectively describe a legal market- place in irreversible transition. This book is not just for the enthusiastic legal innovator—it’s especially meant for the skeptical or reluctant lawyer who’s not sure why she should care about all this. Michele DeStefano’s book makes an outstanding case for caring, and acting, right now to lead your legal enterprise to new heights of service and effectiveness through the systematic adoption of legal innovation. Add *Legal Upheaval* to your collection of must-read resources today.” **Jordan Furlong, Legal Market Analyst, author of *Law Is A Buyer’s Market***

“*Legal Upheaval* makes a compelling argument for why we must enter the “Innovation Tournament” and, more importantly, provides easy tips about how to play once we are in the innovation game.” **Michael Hertz, Chief Marketing Officer, White & Case, Co-Founder, Pro Bono Net**

“This is a remarkable book on why innovation is the key ingredient for successful lawyers and how law leaders can drive a culture of innovation in their workplace. I learnt a lot about technology, creativity, leadership, and practical do’s and don’t’s. It is thoroughly enjoyable reading, well researched and informed, wise and witty.” **Peter Kurer, former Chairman, UBS, Chairman Sunrise Communications and author of *Legal and Compliance Risk***

“Legal Upheaval addresses the core questions for most about innovation in the legal industry. What it is? Why does it matter? The depth of research combined with the breadth of industry insights gives the most skeptical reader a guided road map from curious bystander to a creative problem solver that clients’ value. Innovation in law is a contact sport, and Michele DeStefano captures—in an accessible and practical way—the rules of engagement.” **Michelle Mahoney, Executive Director Innovation, King & Wood Mallesons**

“We are all talking about innovation but who is really doing it? DeStefano shines a welcome light on the topic, showing us the way to the Holy Grail while revealing who is doing this for real or simply faking it. For those getting this right, the rewards are high; this book will show you how.” **Moray McLaren, Partner and Founder, Lexington Consultants, Associate Professor, IE Law School**

“Michele DeStefano’s *Legal Upheaval* is a powerful and practical guide to a new kind of client service: one that changes your mindset, your skillset, and how you interact in an evolving global landscape.” **Juan Carlos Mencio, Senior Vice President of Legal Affairs and Compliance, LATAM Airlines Group**

“This book is a fantastic reference point for students, legal disrupters, academics, investors, legal psychologists, legal engineers, legal coaches, legal project managers and—yes—lawyers and especially law firm leaders!” **Alastair Morrison, Head of Client Strategy, Pinsent Masons LLP**

“Everybody knows that the economy has become topsy-turvy with change. And nowhere are the forces more ferocious than in the legal profession. Michele DeStefano draws on a wealth of interviews across the world of law to help you navigate these choppy waters. If you’re looking to get more out of your own legal practice, or improve the performance of your own legal team, this book is a smart and practical guide.” **Daniel Pink, author of WHEN and DRIVE**

“Michele DeStefano expertly bridges the divide between innovation theory and practical application by picking the brains of in-house counsel—the people innovating and demanding innovation from their firms.” **Chas Rampenthal, General Counsel and Corporate Secretary, Legal Zoom**

“The first step in fixing any problem is to acknowledge it exists. Legal Upheaval makes it easy for those in the legal profession—lawyers and alt lawyers—to identify the age-old practices of an age-old industry which, if left unaddressed, will marginalize law firms and their lawyers. Like the utility industry and power distribution, Michele DeStefano explains how the delivery of legal services is at an inflection point, and rather than fight the market forces driving this change, law firms must rethink and reinvent what it means to deliver the legal products their clients demand.” **Eric Satz, Director, Tennessee Valley Authority and CEO, AltoIRA.com**

“In *Legal Upheaval*, Michele DeStefano shows how and why lawyers benefit from infusing creative problem solving into their practice. She provides tangible techniques that can be used within a legal organization and collaborating with other professionals.” **Tina Seelig, Professor of the Practice, Stanford University School of Engineering**

“For much of the history of our Republic, the ideal for lawyers who would be leaders was the lawyer-statesman. Today it is the lawyer-innovator. Michele DeStefano offers a practical, accessible, far-sighted manual to get you there.” **Anne-Marie Slaughter, President & CEO, New America**

“Michele DeStefano’s research shows that collaboration towards innovation is the new value equation in law that will make relationships with clients stickier and more profitable. Legal Upheaval explains why you need to light an innovation bonfire in your organization and how to go about doing it.” **Mick Sheehy, General Counsel, Telstra**

“A decade ago, no one would have believed that “innovation” would be the hottest buzzword in the legal profession of 2018. But over a decade ago, Michele DeStefano was already leading the way through her creation of LawWithoutWalls, the world’s first—and still only—global legal innovation network. *Legal Upheaval* is a critical book at a critical time because it brilliantly describes where our profession has been, where we are and where we’re going, but also provides proven, helpful tools to drive innovation and creativity in legal organizations. Michele DeStefano has no rival in the realm of generating energy and hope and unlocking the creative potential of lawyers.” **Scott Westfahl, Professor of Practice and Faculty Director of Executive Education at Harvard Law School**

“Michele DeStefano doesn’t just identify the critical need to inject an innovation mindset into the legal profession, she provides three simple rules that will help you ensure that you are not left behind!” **Mark Swatzell, Leader of Learning and Development for Corporate, External, and Legal Affairs, Microsoft**

“When you’re not paying attention, it’s called disruption . . . it’s called transformation when you are paying attention. Clearly, Michele DeStefano is paying close attention to the changing legal ecosystem. If you would rather have your organization be transformed, then *Legal Upheaval* is required reading.” **Robert Taylor, VP Senior Corporate Counsel, Liberty Mutual Insurance**