# ClioCon 2017: Day 1 Highlights

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The fifth-annual ClioCon kicked off with a bang yesterday. With over 1,000 lawyers and legal professionals in attendance, this is the biggest and best ClioCon yet, and there were plenty of interesting and inspiring talks to take in on the first day.

Here are a few highlights:

## Keynote speech from Jack Newton

Clio CEO Jack Newton always opens ClioCon with a slew of exciting announcements, but this year's keynote highlighted a new level of changes for the legal industry.

At last year's ClioCon, Jack announced the Apollo project: The first ever ground-up redesign and rethinking of Clio. This year, he announced the results of all of that hard work —the single biggest release that the legal industry has ever seen.

The new Clio experience combines nine years of customer feedback with the latest technologies to create the most advanced practice management solution, leaving a lasting mark on the legal industry.

The new Clio experience will be coming to your account in the coming weeks.

In the meantime, there's a lot more to get excited about. Jack also announced:

- The release of the 2017 *Legal Trends Report*
- The launch of Clio's new App Directory
- Launch//Code and the Clio Developer Fund, both aimed at supporting developers in building the next great innovative legal app that connects with Clio.

> "$1million Clio Developer Fund means the Future of Law is happening w Clio #ClioCloud9 — @camillestell"

# Deeper data insights

George Psiharis, VP of Business Development at Clio, provided an in-depth overview of the second annual *Legal Trends Report*. This year's report dives deeper into what's driving trends in the legal industry, using not just aggregated and anonymized data from Clio, but also the results of two surveys: one for legal professionals and one for consumers.

Some key insights:

- Lawyers spend a significant amount (33%) of their non-billable time on business development.
- Only 54% of legal professionals can estimate their annual billings for 2017
- The average hourly rate for a lawyer in New York City is $344 per hour, and just $245 per hour in Philadelphia.

Read the full report for more insights

> "Building on last year, the 2017 Legal Trends Report continues to shock. The Devastating Funnel is real. — @dmikeallenlaw"

# Using data to make better decisions

Sam Glover, Founder and Editor in Chief of Lawyerist.com, and Mary Juetten, CEO of Traklight, spoke about the benefits of implementing data-driven decision-making processes at law firms. They explained how lawyers can use data to optimize their daily workflows and administrative tasks based on pain points and bottlenecks in their existing systems.

> "If you take one thing from this talk, "Get the data!" — @jordanlcouch]"

# Colonel Chris Hadfield

Finally, we capped off the day with an inspiring closing keynote from retired astronaut Colonel Chris Hadfield, who made history as the first Canadian to perform a spacewalk and command the International Space Station. Through his 21-years as an astronaut, 3 spaceflights and 2600 orbits of Earth, Colonel Hadfield has become a worldwide sensation, harnessing the power of social media to make outer space accessible to millions. One of his internationally bestselling books, *An Astronaut's Guide to Life on Earth*, explains how thinking like an astronaut in your everyday life can help you succeed.

Watch Chris's TED talk here.

Other interesting speakers from day one included:

- Tom Martin, CEO and Founder of LawDroid, who explained how to build a Chatbot
- Mitch Jackson, Senior Partner at Jackson & Wilson, who spoke about using virtual reality and augmented reality inside the courtroom.
- David Schnurman, entrepreneur and CEO of Lawline, who spoke about unlocking your potential.
- Kevin O'Keefe, CEO of Lexblog, who spoke about how lawyers can use content marketing to build their brand and nurture relationships with potential and current clients.

There's plenty more happening on day two, so be sure to check back here for more conference updates!

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## About Clio

Clio is the global leader in legal AI, powering legal work across the profession, from law firms of every size to corporate legal teams, government agencies, and courts. Its Intelligent Legal Work Platform unites the business and practice of law, connecting the people, information, and processes behind legal work. Clio's AI brings the context together with legal sources drawn from Clio Library, a growing collection of more than one billion legal documents. Over 400,000 legal professionals in more than 130 countries rely on Clio to run their legal world. Learn more at www.clio.com.