

**File Name:** [11-08-2017]

**File Length:** [01:54:16]

**Speaker:** [Nick Bettinger]

**Style:** [Clean transcription]

I had a hearing on Thursday in front of Judge Peterson, a County Court. Law number one the other side filed an additional motion for summary judgment on affirmative defense means Tax limitations and I didn't attach any evidence. So then they had a summary judgment which they needed to present some evidence and they failed to have another summary judgment I didn't respond to because of good summary judgment for different defendants. And so we walked up to the co-ordinance where he always poked out of the bench. If you know Judge Peterson knows your judges always say what's going on here. So really a really young lawyer on the other side flanked by a semi-young lawyer and when he said what's going on here even though it wasn't my motion I decided to take the lead and I did the argument for a couple minutes. I told the judge that here is the summary judgment from defense and here's the evidence none returned to him and said what to respond it's tense their motion right so what's your response. We don't need evidence and he laughs, he throws his head back and you don't need evidence for summary judgment. So he said I know they did really well.

[Speaker] So you don't want to have a little bit of group chat. So I got the answer on that.

[Audience]: You always will say that we don't want group activity

[Speaker] No you can if you want but I don't want you all go and say professor Aden says something really bad about class and don't want that to happen but that's only thing that she said that was that she brought up that was somewhat constructive person otherwise she said that I am doing a pretty good job.

[Lady from audience]: did she even give a hint on how to do that as we are not sure even how we can start the group act.

Oh, she dropped a little example about how maybe you all in a group figure out that you may have a little law firm and you're going to use software and research the software and tell me how you find out about the software.

Man from audience: I was actually watching the Ted talk regarding the group activity at school because they don't promote anything dumb in schooling so the way it happens is one person reads to group and other group follows.

Lady from audience: so we do that in most of our classes and that why probably I don't like the class

Speaker: because we don't do that.

Lady from audience: because it does kind of stand out and feels like academic school readout classes and we do it same kind of display and we get to see this someone who practices in a low world and we do it differently

Speaker: I wasn't going to do it.

[Audience laugh]

So that's right I don't want to do it but I just wanted let you all know what she said so the feedback very helpful because that really solidifies that I'm not going to do it that way

[Person from audience]: Make sure you check that I hope you said that you're on that group on Facebook as you got mentioned today as one of the guy was asking that if we should take the classes and 7 to 8 people said "absolutely"

What really helps me is as you all know I don't know if you all know I get \$3000 to teach this class

[Audience]: yeah

And you all saw my spreadsheet, my financials that's like rounding here and so I do it because I enjoy doing it and I bring the people in like "Nick" are you currently the Kern County Bar Association President.

Kern County Bar Association President. He is willing to come with me to talk to you all about technology. I brought him to Francisco, and I brought in my family, maybe against my better judgment.

Audience: Laughing

Person from audience: now I know you make money out of it.

Aww yea I know what you want you've done the math 12 class's divide by 3000 so that's what you going to want. So anyways, I appreciate her feedback but the point is that these evaluations that you all are important because I don't know the Dean, I haven't met the Dean I haven't talked to Dean. So the Dean sees these and that's the only feedback they give. I am not scheduled to teach in this room and I don't know if they told me I am but I am not sure if I'll be teaching them all and so this type of feedback to them will help you. They give me nice little feedback and scores that help out. That makes sense! Now read this. the faculty administration requested your help in providing evaluation this course students evaluations are important I will be able to review the results and comments once final grades are posted your evaluation will also be read by the Dean furthermore evaluations are shared with other faculty as necessary to ensure that we as a law school are providing excellent instruction if you answer the questions in this evaluation please take time provide specific and constructive comments your responses in this evaluation are an anonymous.

Let me introduce you all to Nick Bettinger, Nick is a partner at McDonald Sanders is 25 person law firm, he is a kind and their ad hoc head of technology and we kind of formed a nerd friendships over technology and so we fight all the time about Apple and Windows and he's now converted and bought an iPhone I'm so happy.. I'm so happy.

Audience: Laughing.

But Nick does a great job and he is also a President of the Tarrant County Bar Association. Welcome Nick Bettinger.

[Applauses]

**Nick Bettinger:**

I am talking about Judge Peterson being in his court. If you go over to Judge Peterson's court just be aware of some of the clerks over there towards the court house trying to manipulate judges as possible when the hearing is going on. You get harried and the first thing you will hear is what's going on. Let's talk about a community gathering going here. So I was going on here and some lawyers collided over some discovery young lawyers fighting over discovery. You can quit that after about 10 years Brittany's excited after that point but he let me in and find it out,

He sees me walking but a clerk says:

Who do you think you got with you? Clerk, Forget about me, Stand up stand up, Stood up, Where are you from? And I mean just put her on the spot and I think what big training to be a litigators. We are thrown up on the spot by a judge. We'll not get a lawyer but beware he'll do that. Talking little about the law office technology I got my start 26 years ago, I'll show you my first computer but I would say the office from 9 o'clock to nine ten o'clock at night probably cause I have better to and we got these things called computers in the office and they were really great. I will stay there at night and I would draw screensavers and I thought that's cool even to draw a screensaver and background and said this is the coolest thing ever so I had the coolest computer in the office out of five because I use to drew the coolest screensavers now i just got a developed a liking for computers so now after 25 years and now I get calls every day for my partner my associate staff hey this doesn't work please fix this or make this better. Before going to that I am a Bar president of Tarrant County Bar Association and one thing that we are trying to emphasize more this year with our membership we appoint 400 fantastic lawyers and their County in which they are trying to preach too. Other than technology I am preaching Wellness and there was a closer shot every time since the study came out but the Billy Ford foundation did study it, I think we haven't talked about that yet. Let me give you a breath in. You're going into a very difficult profession. People are going to interest you with their money, property into their Kids and liberties and sometimes even their lives. They are going trust you that they are going to put that into your hands and you're taken over and it's a really hard burden and it can really lead you into really problems and we are finding out with recent Billy Ford studies shows that 21% of licensed working attorneys problem drinkers, 20% struggle with some level of depression, 18% percent suffer from anxiety and 11% of suicidal thoughts this is staggering set of figures it really is enlightening when you look at that and you realize that I am going to that profession and the chances of may experience any symptoms pretty good why are you four in this room will encounter these symptoms at some point but anyway that where you sit right now and where you going to be in next few years 32%

of attorneys 30 years or younger have drinking problem. How do we see that older lawyers have been doing this for so long that they get to be so hard that they turn to drugs, they turn to alcohol or they turn to something else buys or truly the young people coming out of school and those in school they are suffering these problems. So how do you combat that you do not become one of those one out of all four.

**Nick speaks:** Jim and I work out together we are not only good friends or colleagues but we work out at the same place we work out hard we realized that why how he looks what he does we realized that's one of the ways to combat the stress of this job and so there is nothing to do with technology except that you get one of these gestures. I don't care what kind it is but it is a certain reminder that how many steps that I get today, what my heart rate right now, how far I walk, how far I climb, how far I ride my bike, how far I run, something to help you because this is something your laptop will not do it. It can go with you when you work out but that's the mix of technology and exercise one way to find meditation, wellness. I heard so much lately about taking five minutes out of your day. What a shark tank the other night some girl there who had developed a meditation app that was making money hand over fist and thought there is something to this so five ten minutes a day between classes whenever it is just meditate . will take the age off a little bit, same vault, donate your time, donate your brain, okay get out and do things for people here, some things we do at the bar that can help you help others which in turn helps you again. People's law school which is done here Texas lawyers for Texas veterans, CAD county volunteer county service legal line I still do legal line as much as possible in another event tomorrow night. Every on Thursday and what it is we meet people over the bar office Street we have a phone number and anybody from any community call and can get a free legal advice and I talk to some people who are having some really hard times being a landlord to tenant dispute, family dispute, you know I have one last time there was a relative died and they have \$2000 bank account they didn't know how to get and the bank wouldn't give to them bank of San Diego smallest state affidavit and the bank kept saying you need a smallest states affidavit I don't know what is the smallest state affidavit is and they just want to get that \$2000 cause it really would've helped them and so they can't afford to go to a lawyer cause in no time they will spend \$2000 at the lawyer so it's a meaningful experience to get back at the same time your little good about yourself and take the edge off avoid being one out of four. This is what I do as a hobby. I make blue nails in bloom sculptures with my little son but to do something as a hobby you have to do something outside the practice of law. I told you that I have to stay at the office till 9 o'clock don't do that. If you had the hours in you get the hours in you got to find time for yourself do something fun onto your time, have a hobby stay well if it comes to that point you can't you'll be in more. You know what the Texas lawyers assistance program there now being used to be just with Bar but now they are being more proactive in law schools especially after that study showed Law students for suffering these issues more than just lawyers so they just started up the website very happy Tom Baker current bar president made a point to get the website up and running during his term which will be on the shared you'd have helps go there even if you don't think your experience issues to cover all kinds of great stuff to have wellness, teach you about how to meditate suicide prevention substance abuse stress anxiety depression bipolar cognitive decline you just go there and watch videos even read papers you can learn about how to fight off these issues or help you recover from all these issues in the toll-free number call anytime personal mission the phone is volunteered is an internee completely confidential there is a very large in download for this they race a lot of money in last couple years to get you to somebody who can help you there are professional you can get referred to again completely confidential if you know somebody else's who is suffering and not going to call this number you can call give their name and they will help them out. okay off my soapbox about

wellness let's get back to technology anybody ever said I'm not techie use that phrase anyone I hear all the time I am not a techie I got all the people at firm who say I'm not a techie, I don't wana learn I just want you to do it for me bring the laptop courthouse can you run it well that's all well and good but it can get you in a little bit of trouble. okay ABA module rule 1.1 comment AW "to maintain the record of knowledge and skill lawyers rested changes in the law and its practice including the benefits and risks associated relevant technology" okay these are our ethical rules, ethical rules that govern or profession 25 states now have adopted it Texas has not Florida was most recent one to adopt it but it's coming I'm writing you on the wall is that we're going start to say it's it's not enough to know where to go in the southwest 3<sup>rd</sup> to find a case or go to Vern's and find the statute you also have to know how to potentially put up a slide to shows that statute in the court you're going to had to be conversant with technology Florida has an addition to adopting 1.1 they said you know what we going little bit further we're going to require our attorneys to addition to 15 hours they must have for regular CLE data three hour specific to technology and that's not just watching a CLE event on computer that's watching whatever seminar dealing with technology topics. Texas what about Texas, what is Texas doing about governing attorneys selling them to be conversant technology well finally 2016 December Texas came out with something dealing with made-up, again we're little bit behind supreme court has limited behind in mandating technology but the disciplinary rules of professional conduct require alert to decrease more measures to avoid transmission company information embedded in electronic documents including the employment of reasonably available technical means to remove such modded up before sending such documents what is that. Do you know what that means?

Person from audience: basically it's scrubbing

**Nick speaks:** Scrubbing exactly scrubbing you know how to scrub a word document okay it took Texas to 2016 to say hey lawyers don't send out word document to the other side it may have unaccepted red lines in it. Okay little slow catching on but we're going to get there pretty quickly and i'll show you another one why.

Ladies from audience: Billing

Nick: billing I spent three minutes changing the names in a form that I use with every client yet I bill them an hour on that. I shouldn't use the word I because I don't do that. But I bet it happens all the time. I'm going to email a Word document to clients, which can show total minutes revised 3 minutes, 4 minutes, six minutes, and eight minutes, yet they get billed next month for an hour and a half two hours to work on a document. What's client can think of it. be careful, be careful scrub it completely or let you do it now. We used to have software actually scrubbing third-party software to do that in the past and while Microsoft gets smart we use to put that in the menu. Disclaim it completely takes out the author and takes out everything; it's not what you're going to see in actual documents. so anyway Texas finally gets around to putting in some technology, Technology specific rules within disciplinary goal so ABA model rule 1.6 is the most recent proclamation from the ABA and it was in May of this year now we're getting to the good stuff okay because coming 18 is to maintain the requisite knowledge and skill always a lawyer should keep a best of changing in a long putting the bent oh wait wait oh that's the wrong one. Don't go it didn't copy right okay so this is actually coming that one text there are no revise now they dealing with encryption the ABA's has come out and said listen there are certain communications that lawyers engage

in the need to be encrypted we been doing this for a long time the supreme court said we have the Atty. Gen says it is okay for lawyers to email documents back and forth to each other we don't have to worry about or somebody gets hack intercept this email what they said is it's okay you can presume that being case is confidential your email back and forth with the client okay well flash forward now ABA say guess what we think there are certain things that you email that you don't worry about and the problem guys tell me all the time they say I am emailing documents all the time for example they have their sheet that client fills out when they're doing state planning work and it's got all kind of great stuff in there social security number, Date of birth, driver's license number, bank accounts you know investment accounts this is all in a documents been email back and forth and they go that concerns me and I say it should concern you and now the ABA is sayings listen we finally got to a point we are not just sending messages back and forth to each other we're sending substantive document which contains critical information that should be maintain topnotch. okay so let's suggests that and again ABA is not governing you as a Texas lawyer when you become one but Texas could adopt that and I think it will adopt it more quickly than they did me though what they're saying is you must learn encryption and you must use encryption as a program that covers those type of documents which we did talked about anything that contain Social Security numbers, date of birth for bank account information credit card information like that your generation of lawyers is going to have to use encryption to send the information or you're going to basics we can just send it back and forth and not worry about it but you're going to have to worry about it little be more. Okay use that phrase I am not a techie you can say it somebody else can say how can I get interrupted. Anybody heard about store communication electronic Act store communication privacy act, electronic communication privacy act. ECPA is federal statute that says you can't intercept a communication in transit talked about do I have to worry about something intercepting my email if I email me to Jim feel, can I feel confident that that's a secured communication somebody intercept it or somebody tap it intercept that email they violate the communication privacy act Federal statute says you can't intercept communication. What about stored communication? I've sent an email to Jim and somehow they hack into Jim's email while it's stored, stored on his server then they violate the stored communication act. That's why they have two acts: one deals with while it's moving back and forth and the other deals with when it's sitting at rest. So we have a case here that might let you all know now it's a Virginia case that necessarily doesn't apply in Texas but gives you an idea of what could go wrong. A defendant's attorney gathered this is always the case in here family law or personal injury law let's go on Facebook is find out what's the other side is doing what idiot moved to the other side what or what they want to brag about this week so somebody's who's hurt goes out and post pictures themselves wrestling or play football or doing something dull. Defense attorney gathered information saying he's hurt and got some photos of him planting a foul objection because the defendant used these Facebook pictures to the plaintiff and planted the other guy highly upset. It happened in 2011 when people knew less about Facebook. He filed an objection besides the stored communication act. He told the judge to sanction the defendant's lawyer for violating the Store Communications Act by going on to Facebook, my client's public Facebook page that is visible to anybody who wants to go on there and downloading a picture. Do you know what the judge does? you know what I am not going to sanction the lawyer for doing. I'm going to sanction you for being such an idiot that you don't realize that not always public information but that doesn't even come close to implicating stored communication act. so we have Mr. I'm not a techie getting in a lot of trouble I think he got sanctioned about \$12,000 not a big deal there is another guy case got sectioned for \$760,000 because he didn't realize that the advice he's giving to his client about deleting things from Facebook could implicate may be a spoliation issue so just delete those photos know nobody will ever see him well guess

what the insiders have already seen those photos or already downloaded those photos and then they went back to find more and saw oh he's deleted the last ones good thing we downloaded these now we can show it to judge they deleted evidence they deleted proven evidence, That's funny case I understood the facts really quick husband and wife driving on the road, see metro. Jim loves that seems like a great case for you man, so metro runs into them falls over and kills the wife grieving husband sues Smith company gathered \$12 million verdict or I believe somewhere around this but this whole issue came about that his client deleted photos and the photos he deleted or tried to delete they were downloaded grieving husband wearing Barry Chan orient T-shirt read I love hot Moms I heart hot moms grieving widow so there you are don't ever say I'm a techie. Talking about the hardware issues, whatever is the last technology that you need, we have software to hardware talking about hardware first that's the computer I used at Barry law school in 1989.

Nick questions: What is it?

Someone from audience: it's an app

Nick answers. It is it's a Macintosh we had a room with 8 Macintosh computers and later I brought this thing called that let us to print the paper and we bought the little things called floppy disks and we put them in there and we wrote out papers and briefs and things and we saved them on these little disks

Someone from the audience: was it a dot-matrix print?

Nick speaks: it was a dot-matrix printer. Yes it was but when I finally left we got the first laser printer but it was in the IT department under graduate level you can take your floppy disk over there and get a print on laser printer. Anyway things haven't changed too much you're still going to use a traditional computer setup, a Mac could be a PC, you're probably going to use the PC, you probably have something like this. A lot of you have laptops you may want to use your laptop in practice but you're probably going to want to use a traditional PC it's got more horsepower you've got a mouse you've got a keyboard those input devices are very helpful when they are not constrained on that flat surface and you have to use you know you don't have a mouse you have a touch pad but this gives you a lot of options in your practice. You may go with all in one you smooth all of them once now we got CPU shoved behind the monitor we got all-in-one in home with the a touchscreen

Someone in Audience: touch you had on iMac, iMac is touch now

Person in background: they are catching up in a little bit

Nick: all ones and other good options accept for one which I will tell you in a little bit you can go with a notebook limiting factor here's what you call it a Mac book is that right. Macbook my daughter sent us they're fun. It goes convertibles these are more fun because it's called the yoga because it does all the yoga modes

[Laughing]

and then some day we are may be in the phone computer this is actually my phone there is a device that lets me do whatever I do on the computer by cording it through display adapter it's Microsoft display dock unfortunately Microsoft now a month ago they've ceased supporting my operating system so now I have to own an iPhone but anyway were going to get to the point whether it's going to be as powerful as traditional PC that might take some years. So anyways case site for you I don't know what the actual thoughtless third side print file VS scan shred that very bad attempted joke

[Laughing]

These are the people that have been fighting in small firms or so for the last 10 years. do I go electronic or I stay in paper, where should I go we had the guy we had the print files and we had the scan shreds and it's difficult for the older folks in my firm got a print files everything comes electronic got a print got a put it in a folder and stack up those folders. Now we are concerned with our lousy electronic file. and there's a scan shreds, scan shredded. If I get the paper I made the scanning after I scan it I take the paper and I put it in the shredder it's gone. Now one thing you can't do, don't even think about doing it because when print files and scan trips co-exist there seem to be some people who want to do this hybrid push. I'm just going to maintain both.

Person from audience: well they want to go with the scanner strips to the stairs

Nick: Mr. Jarred I better keep a papered for copy because you may have an apocalypse or something that and we did have an apocalypse in a year 2000 we had a tornado in downtown Fort worth and it hit the Bank one tower which use to be a commercial building and that was the oldest high-rise building in downtown Fort Worth you all know about the tornado you all heard about that okay in bank one tower you know the oldest tower build in 1974 it was we only had the new fast hours and so the bigger law firms and accounting firms were in those buildings. My building was newer some of them were in our building as well but it was primarily the smaller law firms and smaller accounting firms and tornado happened on law and accounting firms and tornado happened on March 28<sup>th</sup> or 30<sup>th</sup> somewhere around there 15 days before tax deadline and there were accountants, accountants office that time before we had this print file and scan trips we just had paper nothing electronic were back then lined up their files against the window and the tornado hit broke out the glass there went every body's tax returns. I was in school on the east side of high school, I was on the school board and I was talking to the principal about the tornado picking up papers, people's banking documents, bank statements, formal budget, FBI documents. Because apparently the FBI was in one of the buildings that hit as well so all blue east. So anyway i tell you that story to say paper no good and one thing you know we do is I do the hybrid of everything electronic and everything in papers as well, it sounds great I got a backup if for some reason we have the tornado I got electronic if for some reason we have descriptor system knocks out the server I got everything on paper but it doesn't work you know why because ultimately you're going to ask yourself and rack your brain just drive yourself crazy same is this document scanned or is this document print. I don't know I don't know and I very briefly thought that process might work and ended up spending more time trying to figure out if everything was duplicated that is actually working on a file. So the bottom line isn't a print file be a scan trip and the scanning you're going to get. Oh well okay have to throw out a this is Mr.Print file by the way he is the guy who prints everything in his office everything almost all the files are printed out and now is crazy because he oh my gosh look that CRT monitor I think

I see the picture a long time. Here is my desk. There is a scan trip desk. There's my scanner right there on my standard desk and these are documents waiting to be scanned and I send the command. I still have the same things in the mail that's amazing, but once I send the command I'll scan them, I'll shred them and the desk is cleared. Don't be like this. Fujitsu scan snap IX500 I have been touting this little red box size device since probably 1995 and I have more people coming to me and saying this is the greatest thing I have ever purchased for my law practice. Still to this day people still say this is the greatest thing I've purchased for my law practice because.

Audience: We have 5 of these.

Nick: You have how many?

Audience: five.

Nick: We have about 20 in my office and we have 25 lawyers so we have a whole lot more than your office but I am buying for all the assistant attorneys who want because it will help. 25 pages/minute duplex and it's a size of red box as you can see it just barely takes up any space on my desk and I say 25 page/ minute but it got a 40 page tray that can hold thousand page document just keep adding documents as long scan right into an Acrobat and will see art at the same time. It's a lifesaver document: anything that comes just drop in scan snap push button it's done. It's on my desktop I profile my documents mentioned on the system and done. So you want to make a good investment when you get out. It's about \$400. You probably get on amazon slightly less, I bought it on eBay. Literally go to eBay brand-new probably \$275 to \$ 325 pretty good price for it really good investment. Talk about its rate once you get documents into electronic form and you think about I don't know if you all have ever think like that when you're at your desk and you got all these papers you don't keep one piece of paper in front and you don't limit yourself to that one piece of paper that one stack of papers to study right you spread them out. You got 4 to 5 document your looking multiple so when you go electronic why should your workspace being smaller but that's the way we work for years and years and years in parts because in monitors were expensive they were big and bulky and heavy and so you could really have more than one month you know technology existed to have multi monitors when four people started doing. Don't limit your workspace.

The year after I started counting on scan snaps I do the talk on dual scripts and they're saying you can't do that. How do you do that? I said we go behind the second screen. Do you have a second computer? I said no. Who has two screens? This is a traditional computer with two screens. Pretty easy to set up right, now you just have to plug in the right windows, pick it up and you're okay. If you want to mirror those screens it will ask you what you want to do. So double your space get two screens triple your space go three screens. Here's my desk, I took that photo a couple of hours ago and this is the two I had. I don't know how many years five, six years and Jim and I were kidding around let's go to three screens. You have seen eight of the stockbrokers you were just kidding around but we maybe do it, I do a lot of landlord and tenant work. This is the page from a lease where we type our legal size documents that are right in landscape or portrait. We do it in portrait. Why would we look at it on the screen like this or let's just turn the monitor like this so we talk about this over a year now, get a monitor and just turn it. That is the new thing that everybody comes to me and says life saver. Oh my gosh I can see so much work. I put this right here look at all the blank space on both sides and if I put this right here there is much more I can

see less blank space on sides I can read so much more I get more done were reviewing more and more electronic documents in fact that all we're doing now is going through electronic documents. While we look at it in landscape mode it makes no sense so mix-and-match as you see fit as you see comfortable but I've seen a lot of people do two portraits on the edges and one landscape in the middle and sometimes it's helpful. I find it helpful with email specially from this Outlook you got multiple panes and you get multiple columns of information you want to display you want keep that as wide as possible doesn't work on portrait monitors but you do much mix-and-match based on the software you use but three is good, four tried it didn't work too wide. Just two wide to constantly know the one I'm going to try and will try as a stack these two on top of each other and one portrait right there you got three on top. I will be trying to get a different one to do that. But all these stories now that we're electronic get as many monitors as you can as the windows don't limit you. The only limiting factor is your PC. If you don't want to get X number of inputs effects then you are limit to X number of monitors

Person from audience: Nick the studies I read says that two monitors increase your efficiency 30% and three monitors cannot increase your efficiency the best. Have two monitors for efficiency best. Do you agree with that?

Nick: The studies I've read say 30% increase on your second monitor and your third Monitor is 21% over. It's not that it goes down from that point, it goes up less. I know there is not much study on it but heard it beyond four it's just chaos. I mean it's too much to look at. You have too many places to move your windows so if you have a justification for four I think that's where we kind of talk about diminishing returns. I'll let you know. I'm going to get you some point but I do find it very helpful I mean what we do a regular practice is we're on less law, we've got word open for writing a brief wherein Westlaw copying text straight from case into a Word document we got another Word document open on the right side because it was the last brief we wrote on this topic and we want to copy over some information from that. I've got three going at once that's typically it now forward. I also see my email at the same time or if I'm dating on social media I want to keep Facebook or twitter or whatever open. I've got the fourth monitor for that. You know it keeps you safe if your social media apps are open at the same time but again pulling the stories gets as much screen real estate as you can inhibit. There is my partner Bob. Last time I was here the gentlemen was trying something completely new. It's a Dell 42 inch screen. You see, it's awesome.

A person from Audience: in IT they even have a bigger one than that upstairs.

Nick: You can do that with a 42 inch TV they all have HDMI input now the pc's have HDMI outlets for display port, port right into. It's a 42 inch but it's monitor it is specific to ECUs because with that monitoring can download the app the display app that allows you to essentially turn them into four monitors it partitions the screen virtually so you can't really see it here because these guy's do Windows resize differently but it will put these virtual barriers on their when you grab a window and you move it in Windows you can move it to one monitor back or you can push it up top to maximize it push to the left click on left side of screen what that does any time you grab a window it shows you on the screen you'll see the lines and the lines are in yellow so if you decide to partition into four monitors 1,2,3,4 when you grab a window it shows you the yellow line and you just drop it into one of those the virtual screens and you essentially have four monitors now that 42 inch screen. It's four 21 inch monitors that's pretty good

realistic the ones I use these are 20 inch monitors so what he has is these two stacked onto others in one screen and what you have told me he just turned 65 and what he told me was he will never give that away and even for try it and he wouldn't give back so let somebody else try it. I'm not giving it back I do Owen gas work I do real estate work I've got these maps these PDF's that has just have minor details that I have to read and I can't read any more with my eyes and so whenever I'm using 21 inch monitor and I'm A doing this and I'm B scrolling in and then I'm backing off and then I'm pulling it over again I'm doing this and it goes with that it's all there it's all readable another option for you. Just another option for you, you don't have to go fourth that's the thing about that how many power cords does he have just one, how many input cords one okay so if I've got four monitors I've got four of those cords, I've got all kind of cords cluttered and I think cord cluttered is a big thing for me but one monitor about \$950 so an expensive TV a very expensive monitor when you divide that by four it's come to tear you. Input devices so that we're electronic, one thing we took for granted over computers is that we don't really need a microphone, we don't talk to our computers so computers are not made with decent microphones. Laptops got some decent microphones but if we want something decent we add it in so there are different ways to do it. These will cut the old-time guys on the news channels on the radio they got big old microphones those are actually the best of the microphones you can get for the computer if you can get over the stigma of looking silly talking into this big bunker the microphone and you need audio at top-quality then this is the way to go. It's a Samsung that's a blue yet and they're anywhere probably \$60-\$70 bucks, \$129 bucks but down well worth if you talk to your computer you need something like this I grapple with it every day because I want to give, I've tried 5,6,7 different cheap microphone I found at the office and they never ever work well. You got to have a decent input device and get yourself a quality microphone. Shure the max is probably the best microphone but they are all very very expensive. As you'll already Samsung is I think probably a good mix of Price and the quality so if you don't want to do here's what I do, this is my, this is what I had until your last classes what I've gotten since then December Plantronics accept don't get a regular phone and just use the handset don't get something that plugs into the phone that you hook up like the old time operators. Get you a wireless headset free yourself to walk around the office free yourself while you walk around while you're talking to somebody the phone arguing with them about that stupid objection to Discovery that they just won't agree to because you do your best thinking when you're walking. I don't know why it is but people in my office are like these scan snaps I've got for everybody in my office and now we're just a bunch of zombies walking around talking to people. Whom you're talking to and say I'm on the phone. It's a little wild besides that you're calling somebody a zombie.

Person from audience: is that covered, I mean your whole office.

Nick: 300 feet so it's pretty good.

Person from audience: oh wow

Nick: So now why I go here to here this is nice and compact and the headset part is adjustable you can do the over the ear, you can do the over the head, you can do the either one. I prefer over the head easy on easy off. Some guys don't like anything on their hair. I'm sorry I talk about guy's all the time. Girls won't wear those in my office they just, I don't know if it is the hair deal or what it is. Some of the guys and all the girls just say "I'm not wearing that". But if you put it over the ear it flops around and it takes a little while to get going there anyway I go with the over the head, the cushion and the thing about this one is

that it has three inputs now. I can use this for phone, I can use this with cell phone and I can use this with pc. It's a Savi700 so it got a Bluetooth connection to my mobile phone even an iPhone it's amazing these iPhones have Bluetooth but my cellphone is setup right next to it so it's Bluetooth to there. If I got a call on my iPhone it's a middle button I click on that. Okay I want to talk to Cortana on my pc have her open up application trigger a document click on the far left Cortana will open the powerpoint takes down the law and technology speech. Boom done that back to regular call button on the right you can wear it all day long, it saves you whole lot of time if you can talk and use this one device and interact with three different devices. But webcams were not all that important all you can do input audio through your webcam. lot of this was pretty basic deal now a days but we need help back then so if you're using a traditional PC and you got a monitor that didn't had a webcam you're going to have to buy . You go to Logitech. But you can use your microphone on your webcam as your audio input it works half decently the more important thing you need is we are getting to the point where judges are going to start doing Skype hearings. It doesn't happen yet and I'm still shocked every time I come here I say Jim it's going to happen. Judges are going to start doing local rules. You know in my court Skype is not an acceptable method of communicating with the court. There is one federal judge in south Texas who has Skype rules. There is none other to my knowledge and I like to think as a techno lawyer we would hear about this our Judges yet but at some point it's got that where I don't have to fly down you know I've been hearing down in Conroe next week and probably it's going to be a five minutes hearing and I have to with my client four hours down and one hour sitting through adopted 5 minutes hearing and four hour drive back that makes no sense so we're going to get to the point where I just log into PC and now you can do phone hearings, practice tip and you're going to do technology avoid phone hearings especially especial if your opponent is in the court you are going to be in a severe disadvantage. I've been the one in courtroom I've been in the one in courtroom where the other person is talking you should see the faces of people in courtroom about you when you talk you lost before you start with the telephone hearing don't do it unless you have to. We're going to get to the point where we are going to have Skype hearings get yourself a decent webcam another area, another input device this is something you probably you're not going to get taught in law school I never heard of it until I got out of law school and I showed up and I was given my office and walk-in and we have certain things in the office the only technology we have in there was the phone but we have this green box it's about the size of my scan snap and it had a cassette in it. You all know audio cassettes. You all have seen those. They had a cassette in and they had this little handset on a cradle with the telephone cord attached to it and I said "what is that" and said "danger lifesaver" you pick that up press that button and you start dictating. Dictaphone and the name of the company was Dictaphone and they made millions from Layers millions because they were the only players in business and everybody had Dictaphone and now we're gone electronic we've gone completely electronic those were badly analog devices. You dictate your pleading or whatever it was take out your cassette you put on top of your paper file and you take your paper file to your assistant who puts the cassette in a different machine that has a foot pedal and listens to it and types. Okay where are we now. We are now at your cell phone size device. This is a Phillips I prefer Phillips over the other brands. Sony makes Olympus not as good. I kind of trust Philips models, the rocker switch is killer apps of the Dictaphone so there might be one.

Lady in audience: Sir the firms I was at this summer still used the old cassette even they have said that the last time they have buy them they bought just all that they could because no one makes them anymore but there are three partners and one of them still didn't used the computer ever at all and so everyone else they call the secretaries and I was very upset how they work.

Nick: I have been buying them on eBay for two years because that's the only place you can get and they have stopped making them the analog version but we still have it so the same thing I have been buying on eBay and you would find some firms like mine who are going just completely electronic and we're excelling a lot and then we felt \$20 bucks for these 40 machines oh no you can get a whole lot of money because if the water firms out there who thinks worlds going to end they can't get that machine replaced.

A person from Audience: Since you got the headset would it be worthwhile to look for an app that can do the same thing and then you can get rid of one thing?

Nick: Excellent question because isn't done yet, it's not there. There are some workers out there saying okay I'm on this side, okay I'm on this side and I tell you why. It's the rocker switch because you have to interact you have to tell the device what you want to do and you do that with the rocker switch and you're dictating okay this is going to be a letter to Steve Jones it's on the Smith case

Dear Steve:

Thank you for your letter of October 4, 2017. I agree with what you're saying about the scheduling order but. I'm just dictating, dictating my letter. It's going to come out in letter form. Letters by the way are the paper form of the email.

Laughter's

I know you all are doing those butt he letters are like briefs I think you should file with the court so you know you dictate everything you do you dictate you're done okay I'm finished and you hit send in the old days you take out the cassette and put on the file you're taking to your assistant. Now you hit send and it goes electronically to your server and you hit Dragon Naturally Speaking which you all probably heard of Dragon and what Dragon does Dragon turns it into a Word document and then what dragon does it sends a link to your system when you click on the same link the word document comes in and it's already typed about 95% perfect with punctuation there are some things like bullet points you can do those but sometime they don't come out in special instructions but it's pretty much done your transcriptionist just becomes what they call a correctionist. All they doing is they are just listening to it and if you watch all that you see is the little bouncing ball goes over the words in the bottom that's basically what you do because it highlights the words that she's listening to it and she can see oh he said this not that it got it wrong so she corrects it and learns to do it better so back to the rocker switch I'm dictating this is the letter to Steve Smith on the Jones case and what I will do if would go wrong I'm going to backup check that this is a letter to Steve Jones on the Smith case whenever you get wrong want to backup you want to correct that if you can't go back and change that the correctionist will have to make whole lot of changes so the rocker switches is what we learned with our old analog devices how we go back and insert and if you want me you can also have oh my gosh I just thought of something else wanted to say back there what do I do just pause it there go back to paragraph number two I think it was somewhere else talking about the statue limitations in adding the following paragraph consider that a backup so the rocker becomes just extensible the software that goes with, I'll get to it, there's big hand is one of them and that's the one I use Dragon has an independent app but it's not legal specific they license it to companies there which they are reselling. There is Phillips exact speech Mike I think and you say okay it's going to add a

box there and it will allow you it doesn't have the server version it will allow you to dictate documents and email them to your correctionist they will then correct it. What Bighand does Bighand sells you the whole package they have the client software which sits on your machine and they have the server software that will do the speech recognition create a word document send it back to you or send it to whoever you want to. If you want to email just don't want to type the whole email you can dictate it tell it to come back to you instead of your assistant it comes back to you just copy and paste in your email and you're done. Yes

Person from audience: Is there anything that that does the punctuation for you

Nick: no it well you don't need it when you are going to say the punctuation and the thing I think that I think the reason why they been slow to just do away with the necessity to caught your punctuation is because that's the way what we learned it and in the analog world if I didn't say Period if I didn't say new paragraph, If I didn't said quote, currencies or whatever than my assistant took a note will put it there so they are transitioning those of us who learned the legacy manner into calling out our punctuation. But in fact I was dictating someone this iPhone the other day and it would put a period after the sentence and I was amazed. So that's somewhere we have to get and that somewhere hey have to get but saying quote parentheses whatever then my sister did know to put their so there transitioning those of us who learned the legacy manner into calling out a punctuation but yeah Safeco's dictate some on this iPhone thing the other day and it put a period after the sentence so that somewhere we have to get that's somewhere they have to get but I see the problem is that it's not going to see print it's not going to know quotes so we still have to call out some punctuation and so if we're not calling some of it we are not calling at all. But it's getting a whole lot better but it's getting a whole lot better. Now with Dragon, Dragon is as a Dragon is they're evil they are demons now they're owned by evil company Nuance. Nuance is legal technology's used passion is specially passion is badly I have never any good experience with Nuance they they overcharge you they have whole tech support and they take other products and make them worst they bought Dragon and Dragon has not gotten better since then. Dragon went for nothing 1998 to the top of the hill when you think it was June 2013 so good and now it's installed to get Nuance so I don't know a decent competitors to Dragon right now what I do know is if you want a legal version of Dragon to use on your computer so you don't want to go with Bighand subscription model okay you just want Dragon you want something that will put those spoken words into print then you're paying \$650- \$675 for the legal version of Dragon normal version being about \$500 somewhere around there. Great utility in the product and if you sit down and you teach it and if you are solo you don't need the big type start. You're going to type your own stuff anyway or you're going to dictate your own stuff. So Get Yourself a Decent Microphone Or Headset.

Person from Audience: Nick what is the difference between the legal version and the other.

Nick: It Has 300,000 Legal Terms Understood

Person in audience Yes

Nick: It Knows when you say black's law dictionary it knows, do you know black's law dictionary and it knows that's actually a thing it knows a lot of words which the other version does not have. So yeah

expensive but does not really work, alright add some software to get your Hardware Questions jet for the Office. I've talked to you about a matter of different physical things you can have in your office.

Person from Audience: I do have one more because we have talked a lot about this. What do you do about printers?

Nick: I actually took out my printers our lives that is why we are adding Software we're doing it from an hour ago and I got to the printer now. Let me ask you a requirement you're talking about paper making paper and I get talks on paperless office. I can't do it anymore so I just tell you. My printer slide was me saying if you want a printer stick with HP, I've tried Lexmark, I've tried Ricoh, I've tried Samsung I've tried other brands I've not. In Brothers a very big company too. I had Brothers folks out multiple times on one test printer. I was really love this printer it had a entire output in the HP. It was more compact turn out to be a bummer it just did not work.

Person from audience: so you don't do the big old massive ones or just the least size.

Person from audience: I have a Sharp copier which I use.

Nick: Okay warning section doesn't role if Jim uses a Sharp That's Okay

Person from audience: There is an HP on my desk and I am talking about MFP. I am talking about the big boy.

Nick: So that's the point, if you go with the printer and you know it depends on the budget because you know what your budget is you know the MFP you're talking about is either very large expenditure or five year less and let's not say lease is a bad thing. Lease is a good thing where they come and supply all the supplies and they're going to come and fix it within two hours. Those are good deals but stick with HP for printers. You're not going to get wrong. I'm a Xerox guy, I like my Xerox. I think the colors are better than the other manufactures but not so noticeable that if you find a big price difference between Sharp and Xerox you can go for that. Please they just don't do the small MFP. Those are, those are just pieces of junk Okay. Get a scan snap if you want to scan. That's going to give you good scanning.

Person from audience: Does that have M Pc support?

Nick: Multifunction prior. I already got a multifunction printer I don't know because it's primary function is as a printer, Laptops AIO's all in one and it's a new come aboard, but those things they say are good for printing, scanning, copying and faxing. Faxing I've already faxed it and our rule still requires you to list a Fax number in your signature block on pleading your file in the court. That's the dumbest thing ever. Some of the big firms in Dallas have just ceased having a Fax machine because it makes absolutely no sense. You can email a document and you can e-file the document. Who is going to fax anymore? So Faxing is way out. MFP the Copy in function it's a joke it's not any good it's very very slow. So then you're stuck with printing and scanning. Is scanning any good? It's slow, it's also poor quality. Go with the regular dedicated printer go with the regular dedicated scanner don't ever buy a fax machine. Add some software here's what you need to learn practice management software so this is another thing they

are not going to teach you in school. Because you have been talking about it before you saw ahead Ted talk he's talking about the groups, practice management listen you guys talk about that that is very important, it is going to be a life shed because the company you go with you may be stuck with tell your dictation device open quote "Stuck" close quote with for a long time I've been with a company called Perfect law firm from 1995 April 30 1995 I remember the day we got computers that could actually talk to each other it was a better day of my life but we've been with that company now 22 years. 22 years because the cost to convert all of that data they've helped us require over the years to a different company is prohibitively expensive. It's just not worth it even if you find a better feature. Now I love our software. It does everything it was the pioneer then it located in Fort Lauderdale FL. About a mile away from another company that I don't remember the name of but there were startups it will be a legal software 1995 think about 95 and technology and they both started growing perfect law remain separate lease company sold out to a little company called West and became something called Prolong and so they're It's very similar to prolong very same pretty similar features. We'll talk about those so practice management software. What are you looking for? What does it Do, I mean you may not know what it does first of all. Okay it's got essentially four components to it you got to know about case and document management. You got bill together those electronic documents in one place and search them and there are still firms out there It shocks me I can't believe this there are still firm out there who save documents to a windows folder and try to name the document 2017-11-8 letter to court sending discovery it just kills me that people are doing that because how you are going to search it. you are going to search it manually. Will it be worth it on your PC if it doesn't even exist on your PC or if you are putting it on some file server somewhere with a different naming format then your partner or your assistant. That's not what you want, you want document management that allows you to profile every document, I mean fill in the fields and give it the characteristics that every document needs to have such as what was the title of the document. What is the practice area of the document is it the Litigation document, is it Bankruptcy document. The software packages have these pre fields for you to fill in, who is the author of the document. Date it was created some of that comes from the mated app and document itself but you can't always trust the mated app. Because i can change that revision date and then I don't want that revision date changed because I don't want no one find that but you need something that allows you to search those fields put wildcards in there document authored by John that have continuance in the title between this date and that date and you will be able to search just like your generation grew up searching on Google you will be able to use those wildcards to find exactly what you need and that's a good case management software does for you. Calendaring one of the biggest complaints about attorneys that leads to a grievance is missing a deadline because i am learning school and I bet you're not learning it but there's a class here somewhere that says you're an attorney you need to wait till the last minute to do everything it's due on the 30th you want to wait till the 29<sup>th</sup> think about have a popup in your calendar and it's been that last day at the office till midnight getting it done i don't know why we think we have to do that may be we think the case will result something will change in in the meantime but I think it comes down to the whole getting advantage if i give my opponent something earlier that i should i've given him some sort of advantage but that is the again one of the leading grievance procedures against attorneys is missing a dead line calendaring remind you of everything you need to do and a good calendaring system integrates with your client management excuse me your client matter data in your case document management so if it's smith is the client and Jones lawsuit encountering i can input in my calendar that I can automatic fill in smith Jones lawsuit hearing on motion for continuance and that will pop up for me and then if it is really really good after that point is done after I am back from the court i can click on the complete button on that appointment and

guess what happens it pulls up a time entry for me so I'm not going to miss billing the client for that time so integration of your practice management system is kitty and that's why i love my I'll tell you more about that contact management not as important but that's the one part of mind really stinks. I hate it i complained about it CRM is just something that these providers don't think lawyers really need or want is a tremendous actually time matter does it pretty well but others do not and that is integrating names of parties, names of clients, Judges court coordinators, bailiffs related parties insurance companies you get all the data on different contacts related to a specific matter and you click on that name tab and you can see a phone number, an email address whoever is you need to communicate with on that matter further i want to see every case that was in judge Stevenson court i feel them that feel with Judge Stevenson and now i see all my past matters oh I'm going to go look at the orders that handles past cases and figure how judge Stevenson want to rule on this particular matter when you figure, figure firm and your collecting more and more data you can data mine so well I learned so much more and gather so much more information so I'm not going to say that huge and completely necessary but it's a bonus if you got good contact management integrating in your system and of course billing this is where a lot of fall and become four systems not worthy of you looking at them. Jim talk about time matters does it has billing built in.

Jim: I told him last week I spent \$50,000 and it clicks on the billing matters and it went to click alerts and now it sucks.

Nick: Lexis went out and bought a practice management company that had doc management calendaring and contact management but didn't billing and since then they haven't bought a billing company that have billing because in the old days you had your attorneys doing the front office work with the documents and then you had some people in the back who are sending out your bills and you turn in your timing sheets we're looking at on time back in those days. We wrote it down on piece of paper and handed to them they entered them into the billing system so we had a separate department in our law firms that's why when these practice management companies started come up with the software they left the billing aspect out because we're just trying to take care of the attorneys up here and then they ended up started complaining where am I going to enter my time? Oh we'll create a little separate app for that. Which one of the biggest legal companies Lexis cannot put two pieces of software together and had that worked well for attorneys like Jim who absolutely need that because in this he spent \$50,000 so don't be short side and I was thinking hey, you don't fuck with together this app and this app I'll save \$20,000 \$10,000 or \$500 what every the case may be.

You all want my opinion get one that does it all don't try to get it compiled it together get one that does it all as and likely for you to have this thing called cloud and because we have the cloud these providers can give you a robust app that they can constantly update and you're going to subscribe to so what's the downside you're going to subscribe to it. We bought it, we bought it we didn't have to pay anything and we bought it and we installed it and if we wanted up we bought the next version maybe now you have to subscribe to it. Who are they Clio? You heard of Clio, you should've heard that they are technically the second cloud-based practice management software company. First was Rocket Matter and do you know how they are doing against each other now they are about equal for a while but.

Person from audience: They are still doing pretty close. Rocket Matters put out a new version a month ago and Rocket Matter seems to be growing better with technology in terms of transactional work so Rocket Matters seems to have the edge. Clio I think had bad things last week about Clio.

Lady in audience: I hate Clio.

Nick: Really you used it, tell me about your experience.

Lady in audience: I work with Needles, have you ever heard of Needles

Nick: Needles!

Lady in audience: I love Needles.

Nick: You know it's just fantastic.

Lady in audience: but the only thing is that it's not on the cloud, so switch to Clio

Nick: It there now

Lady in audience: I thought you have to get a third service.

Nick: You do?

Lady in audience: Yeah, so then we switched to Clio and I hate Clio. I can't merge documents. I doesn't to me can't really put it into quick look. It's not that good for contact management like you said.

Nick: This is good to hear Clio does a whole lot of advertisement and they have roped in a whole lot of people. Remember I talked about you may get buried and you may be stuck with your practice with a cell phone company. You get stuck and lot of people that stuck with Clio because they and Rocket Matter came out at the same time those who wanted to go on the cloud those who didn't want to constantly update a servers and buy new servers they want with a card company that was out there and that was neither Clio or Rocket Matter and so Clio I think this is going to be my opinion don't just take it as fact that my opinion is they roped in a whole lot of people and they wanted to be on the forth front of called computing and they've kept them because they're stuck they don't want to go convert their data and take it somewhere else and now they're trying to put the prop together now they're actually trying to make it good and they are investing a lot of money but it sounds like to this day there are still some deficiencies there.

Lady from audience: Yea I should say we have a family law side in it Clio is great for that but for personal injury it's not just very functional but they are they change like we went a conference and they changed it so now we are using it differently and it seems to be little bit better but it's still it needs a lot more.

Nick: The good news is that it's nimble so they can update it on the fly. If you are in the cloud Jim?

Jim: No

Nick: See if Jim wants to update Jim has to buy the next packages and it has to be installed on servers. It's got to work out all the bugs. It's going to get somebody to do that for him probably too. So good thing about Clio is its clouds sometimes in reality. Practice Panthers another one is now becoming real, i don't know anything about it.

Lady in the audience: it's awesome.

Nick: You liked it that's the only thing I've really heard is that a lot of people like it

Lady in audience: Extremely user friendly we actually used to have Amicus and he made it.

Nick: My impression is that the traditional software companies are having a difficult time converting to the cloud because they're having to run the old traditional software to get it updated but at the same time try to put out the same product. I think they're having difficulty doing that.

Lady from audience: Really really slow like when you click on the page and then it will take forever to load the next one and we've talked to him several times.

Nick: Cloud version

Lady from the audience: Yeah.

Nick: Okay could be your speed.

Lady from audience: Well No, because it didn't matter where we were trying to use but it wasn't working but anyway that was a year then we tried asking them if they could fix it and then we left it after an year.

Nick: I don't know that if I have one to recommend for and says so I'm not on the cloud my company is called Perfect Law again they have top to bottom all four of the attributes that we talked about and they do it well and if i call for service i talked to one with people who design the software and that's just in valuable I don't have to call some contractor and I call and talk to somebody may be in India. Okay, who may just not know much about it but I'll talk to people who wrote the software that's very valuable but it's also not cheap. Anyway looking in reviews since i don't use this looking reviews i put these five probably is the five more if not most popular out there in the cloud i don't think you should look for a traditional software when you're coming at a school because it's on the way out you need to be and you will be in the club now I put this here on the checklist. I searched on Bing today. Have you seen this, you're a Google guy, optimize yourself. Guy's Bing kicks Google butt I just get more real burst search results than I have Bing. I don't use Google. Let's try it, okay on this one I'll just say you try and you tell me which one you like better okay but today I searched for practice management so hold my search term law practice management look what the number one search was on maps because it comes up with results for

images, videos, maps all the categories it will list in there. Hey there's Alex Zada you are the number one hit on maps for law practice management

Person from audience: That's what it should be.

Nick: You know what that is because you never wrote that you have to go to your office so many times and fix your time matters.

Person in audience: He's kidding I'm not, I'm not.

Nick: I searched it on Google and there are 10 different firms and you are in there sorry to hear that sorry to tell you that. This is my, these are the four aspects I showed you. This is it, this is on the 42 inch monitor by the way split up so you can see them all but if I wanted to have all my modules over once i could okay so it's a little bit on screen. there's my calendar, here is a matter open with all the documents in that matter, here is my time dairy, over here is my list maps, so you can put about 30 prior maters you can't have too many more in that so we started off with the main module and it has the buttons up at the tops so I can click on the calendar i could open a matter I can over the list like that why I have the mail button while I don't use it my time my diary there will list the last in chronological order from newest to oldest everything I've done got a document calendar entry whatever it is contact show on some part of CRM, Report reports on each car I billed and all that good stuff research takes me straight Westlaw or Lexis the word I am dictating a default. Search is set to search everything within the system and time course is my time matrix. So what do I do I get to work in the morning I'm going to work on a particular matter I'll go in summarize right there i click on it, it's defaulted open up to my documents the last document I was working on I've kind of degraded this app because anyone can get privilege client information there but it looks like got an affidavit in support of motion for summary judgment so i open that up I work on it little bit i may make a new document and I have buttons on their clicks which will add it to this document list like once I've done that i click through all the field saying that I'm the author but I mostly used the author but I give it a name it puts the information about the date and the author and i'll fill what type of document it is pleadings this discovery things like that once I'm done with that I click okay it adds it to this list that brings up time entry it's just says hey Nick don't forget put in your time it's guess what you know we work for hour we work for money for our time if we don't enter our time we don't ever get paid. Then you will kill yourself when you practicing and earning your time if you don't do it quickly you forget it you're skipping my advice so another bonus tip if you can find a software to automatically punch you for time entries or ours has it i don't think a lot of have it has old timer in there you start working out on something click the timer you're done working, you get on the phone click the time you get off the phone click it brings up time entries .47 or whatever the exact eco minutes automatically let you save that time bill that time recover for that time feature children. okay here's my time entries right here all for the month i keep in my back check and posting that will when i want to again but all tied into a client in a matter over here i click on this i can see the documents i can go to other tabs it showed me the client associated with it the other contacts associated court, judge, bailiff you name it appointments tab so if I have hearings I have deadlines those related to my calendar but I must have which just show me the appointments for that matter good enough over here I click on whatever date that is the 30th of October and it showed me what my appointments are and I can set it will bring in a reminder although that hearing I'll have that conference call I'll do whatever I click on okay brings up a

time entry we're done that's the integration I'm talking about is being able to have all those four of assets work together because once I've done this and I've done this document we're going to that hearing post of that time which goes to my billing department they can do it in just couple of clicks and generated bill. it's already all there they don't have to go in there and enter any more information and what's huge assisted assistance for you there is if you got multiple attorneys and you all working together and you're generate bill everybody post time on different matter or on same mater and it all goes to the one system you could bill you don't have to go okay put your time together, put your time together, put your time together and somehow combine that together and send out a bill so that's me working on my desk at any given day.

Research: You may have talking about research you guys probably like West right Westlaw, you're right, you're right it is better than Lexis. I like my Lexis rep great guy but every time he's come back with a we pay somewhere around \$50,000 per year to Westlaw and every time Lexis coming in its \$25, \$30,000 less than West, So you all get free don't you and you forget that you actually have to pay for it don't you. They're sucking you in right now is what they are doing. They are doing what apple does with those computers in the schools. They give them a computer so they can keep using them for life. Okay yeah Westlaw and Lexis are going to want money from you even at school for my money if you're going to pay money go with Westlaw if not go with fast case because guess what it's still free if you get at school in fact it's a Texas bar free service if you got to the websites it's right there on the front Casemaker and fastcase right there you can do your all you need is kind of a basic level of research just use service and then you what we're all doing now "You got a fuck about that dude" you can search on Google anything you're doing a search on there why because in Westlaw and Lexis I can find cases it may had the exact same fact scenario I'm really really lucky but you know what I'm going to find if I search on Google and Bing there thousands of lawyers out there who are blogging and writing articles and touting themselves and marketing by putting articles that they've written, seminars they've given and it's more seems to amaze me if I search for my scenario I can usually find somebody that have written an article about it or blog about it and more it helps in ton because what they've done is take in those cases I've gotten from West or Lexis they've applied to a situation and they have come up with a conclusion that's a big head start for you big timesaver for you when you're doing your research. So talking about software and apps if you're think about getting something other than acrobat outside think twice it just it is the best it really scares rocket PDF and Joe's PDF you name a PDF but you're not an acrobat guy of course you are see that's just tells you right there we can agree on a lot of things we agree on that acrobats where you get your decision should not be with it or not use Acrobat your decision should be do I get standard or Pro and it's about \$200 difference in there so you need to know what the differences are if you need base number in read action, if you want to archive emails, if you need to make forms, not filling forms but make forms out of documents you may want Pro otherwise you wants to end. I actually think you archive emails with standard but the base number is key for me. I'm a litigator. I'm producing documents. Okay in the old days we had printing documents like this and we assisted whoever would put stickers on every package. You know defendants one, defendants two, defendants three every page and then we copy them then they get over the tool stampings you see in brochures where it automatically pushes to the next number. We did that okay now what you're doing is that you're scanning the whole thing you go into PDF. Did you all know that where you put the base number in the Acrobat oh my gosh it's easy. You tell it how many digits you want, you tell whether you want to read def or defendant or whatever you know DSC, whatever letters you put in front of it and how many digits you want after it, what number you want

to start from boom it applies to it. You put on the right corner the left corner middle top you name it base number for a litigator used to be a huge pain and with the Acrobat Pro polo game. It is a huge huge time saver redaction key if you're kind of a person accidentally sends the other side that shouldn't be there up to version 7 are you type to tell the story it didn't applying any more but it was use to up to version 7 if you readapted something in Acrobat and you send it out to somebody you thought oh didn't received that all they had to do is go take off the redactions. Adobe was it has really dumb coders for a little while they finally figured it out okay we really actually delete this for good so it adds the document anyway so that's also big for litigators who happen to redact privileged information confidential information and discover more information out of documents you only need the Pro version. Doc assembly I don't do whole lot of assembling documents can be prior done as well if you're going to practice for a Family Law criminal not so much patent but there's some areas of transactional where you will be printing the same document over and over my my architect construction guys do that a lot special software they use though that has architectural and construction contract revisions but for just basic creating the same type of pleading divorce decree whatever might be the big players of prodocs hotdocs in the form school. I can't really recommend one over the other because i don't know I do have one guy who uses the form tool and says it is the best he just absolutely loves it so you probably heard of these you may have not heard of that one but you might try that one out if you want to they have psychology about before dragon and Bighand we've already discussed those.

What i want to talk about the digital dictation if he don't have a handheld and you don't have to have the handheld because they cost \$400 as well as much as a scanner you can use Bighand you can use some of the other software applications on dictation on the smartphone just it misses the rockers you don't have the rocker. You got the record and when you hit the record it turns into a pause button you got rewind fast-forward skip back and you do have a slider that can take you back-and-forth but when you start doing it you're going to think I am in easy way to go back about two seconds five seconds or 10 seconds and you will really want to have dedicated device with a rocker switch and why would you wanted digital dictation. I mean I type everything you got computers in front why do you want to do that I have a deposition Austin last month and every time I take it there I have to summarize the deposition for a client they don't want to know what happened so on my way back from Austin I'm driving three hours due to traffic to Temple I'm dictating so I'm a distracted driver because I have to keep my eyes on the road and I haven't looking anything I'm just talking and I dictated a summary that deposition wanted so I freshen my minds out done and not only that i uploaded it was already at work document before I get back to my office so it was corrected it was in my email i can send to the client before i left the office after driving back from the deposition that's I just that's efficiency that what technology brings. okay but you also don't love advice around you use this is just not as robust as a dedicated device okay so you can do that on your cellphone if you don't want to lug the device around you can use this it's just not as Pro bust as the dedicated device. Okay litigation apps. Jim knows about this more than I mostly personal injuries a quite a bit mainly on the planet side you would use an iPad there are huge cases that have been tried but nothing but an iPad and we have been bringing our laptop and we bring in projectors and we're bringing all kind of stuff but you tried on an iPad yet. All the exhibits are either in the cloud or on a.

Person in audience: You can use dropbox, Put them in the dropbox and then you can show up and put it on the screen.

Nick: These are some of the apps that you can use, now trail pad, Transcript pads, Jury star it's obviously picking a jury it has a little picture of Juror, pictures cartons Jurors but you can put in your name in there you can assign a score based on answers they give to questions. It allows you to pick your jury through a really efficient scoring system. We do it on a piece of paper where we draw a grid writing names and we're writing the answers down then we have to go back and look at this and say I don't know what I wrote. This is something that can help you and this is the most important part of the trial by the way getting the right Jury. Transcript pads reading deposition transcripts highlighting transcripts showing them trial pad being able to show your trial exhibits buzzer three that are pretty specific to the iPad this is a very road if get into the time trial, Trial director is the king of the hill. It is the number one number one litigation presentation software in the market for a reason it does what it does very well exhibit views kind of a cheap man's work performance version of trail director basically just to on a windows pc or a laptop you will be able to show exhibits on the front dragging from the left pane to the right pane that show up on the screen so there are some suggestions for you on litigation apps. Cloud storage here's who they are One drive, Google drive, Dropbox, Revolver to box itself, iDrive, be careful with this nobody wants to use a cloud who used we're talking about Clio and the other file practice mates that have that's one thing here were talking about I didn't sent them to clients too big to email I'll just drop it in dropbox and send them a link. There's a Virginia case this year where somebody printed out and produced the email that went to the excess carrier that had the link yells links are like it's got characters it's got letters that about this long and so it's it's very hard to hack but if you get somebody printed piece of paper shows the length they can just type it in so one side accidentally produced that to the other side and the Virginia court rule is that you wiped privilege there were some very sensitive document that went to excess carrier that dropped them in dropbox sent the link to the carrier and then when they were required to produce emails in their case they accidentally just didn't redact that one they printed out gave it to the other side wiped privileged you got to be careful when using a cloud okay but the security concerns the ethical concerns Florida again has addressed those and this is what all the bar associations are talking about if you're going to use a class provider you better do certain few things okay ensure they have enforceable obligation to preserve confidentiality and security in other words you drop something in their dropbox you still own it. they can't take it and do anything you only keep they may have a master key they could get the access but only to see what's the contents of the storage bin is not to look at the actual documents in the storage okay that makes sense. Investigate their security measures okay not not now we're not worry about them looking at your documents worried about Connecticut for hacking their system what other security measures can guard against reason for see what attempts info traits the data and they don't publicize the links like the Virginia case but this every bar association saying consistently if you use the cloud you better do this and talking about you better have technology confidence in practicing law if you don't do this it will get you in a whole lot of trouble and that's where we get into agreement procedures. As an example here's a proxy policy for Google Drive and look at the end the rights you grant in this license are for the limited purpose of operating, promoting and improving our services and to develop new ones. You're given them a license to see what you have in there and advertise to you. We've all done that about Google since the dawn of time. They make money out of advertisement the reason why they give everything away for free you give them the license so if you're going to use Google drive be aware of their policy alright here we go thirty sites, thirty seconds while i get right here these are the sites you going to look we are now fully e-file state, e-file for Texas courts. You know what it is: Federal courts have a much better e-filing system by the way. It's a [www.senate.state.tx.us](http://www.senate.state.tx.us), Texas secretary state if you have any type of corporate transactional work you can find out when the company was incorporated, who the officers and directors are, what

DBA's they have you're going to go there subscribe you get that information.

Texasgovernmentrecords.com a local government who doesn't have their own system typically well contact these folks right here to put their public records online. So they give records when you go here so you can get a big count. Texasbar.com that's our state bar you're going to be remember hopefully all of you pretty same Tarrant bar that's my organization, Tarrant county bar association and we hope all of you to stay at Tarrant County if you graduate will join texas bar CLE free CLE, you're going to learn about CLE when you get out and you can continue to learn in years and years to come. Free CLE watch it on your computer. iPhone jd those of us who own an iPhone that is the defendant site everything Apple and law related they blog about it, they advertise everything there give you tips instructions to stay into that techno lawyer Jim and I are both members of this website right here that's technology and law together not just Apple. With all the technology and law where I learn a whole lot about stuff we talked about today. federal district if you do real estate work you're going to go there you're going to find out who lives in what house in Tarrant county, how much that house is worth how much it was worth last year. www.tarrantcounty.com that's our county website. Publicdairy.com \$25 a year you can find out who owns that car with the license plate 123 you can find out a lot exciting information that you never heard about <https://publicdiary.com/> texascourse.gov that's our supreme court website you can listen to all arguments Westlaw, Lexis you know those Fastcourt, Fastcase you know that the best district clerk website and states Houston Harris county fantastic they know how to write documents are available for free just about anything filed that's not redacted you can find them on Harris county website. Other counties are coming along. <https://egov.tarrantcounty.com> that's our local place where you get these records in Tarrant county [www.texaslegalanswers.org](http://www.texaslegalanswers.org) please one other things which you do when you get back and you're a lawyer go and register on [www.texaslegalanswers.org](http://www.texaslegalanswers.org) it is an electronic version legalize people cannot afford legal services now the state has this site and you know what we don't need all the local lawyers to have to take on this project on the wrong we're going to do it, we're going to do it right. State has a website where people who can't afford legal services can log in. They type their question "my landlord is kicking me out. He says I violated this and I'll get an email and I'm going to respond to the email. They have my practice insurance for you. you don't have to worry that it's fully legal, it's not going to violate any kind of ethical provision for you to give them legal advice. It is a great way to get back to not only this community of the state in general. LinkedIn if you need a job otherwise it's the most boring social media app ever created. geekdesk John and I both own a stand up desk don't sit at your desk, get a standup desk or at least one that lets you go up and down. My preferred one is geek desk. 10minsmentor.com if you practice criminal law and you have to know something about say trademarks go to 10mins.com and it will teach you everything known about trademarks in 10 minutes fantastic quick primer on variable network solutions and ebay. Get a real domain name do not practice law with lawyersteve@gmail.com it's unprofessional it makes it look like you don't know what you're doing get a real domain name in a lawful worth but that's get a real name in there that looks professional on that note the dot law domains are available so i have mcdonaldlaw.com that is since 1994. I don't have mcdonaldlaw.law but most of the lawyers have domain names that ends with law you know zingle law, smith law, why don't you just get a domain names that ends up like smith.law and the dot law domains are available jump on while you're a students in school you don't have to go up and running get them before they run out. Pick your favorite domain that's going to be the new law subset of the domain names and I go on to ebay.com there is no disgrace ordering law office technology on ebay. Skip I have a skip lastpass.com get it, it remembers all your passwords it's a 256ats inscription which is military strength and you would not have anybody hacking into your account different passwords for everything lastpass.com go get it. courthouse news tells

you about all new suits filed in particular counties that you choose. Favorite pal use it to stay in shape, facebook.com use stay connected and finally the Texas bar is technology resources website up and running Texas bar contact resources lots of good stuff on their encryption that we talked about become familiar with things that you need to be familiar with in order to be competent in practice of law it's all there now and then we have it. Sorry I ran over the time.

Speaker 1: He just passed in technology design give him a hand please.

[Applauses]

Speaker One: One thing I forgot Dean Guerra asked me to pitch the clinics, she says there are 90 spots available only 50 in there I told her I would I totally so forgot when Nicholas talking I told her I do love clinics I do realize I want to be a lawyer when I did the tax law and tax clinic and criminal clinic and I really enjoyed it you got a shot do it. Next week is our last class. If you guys want to get business plans in I'll look at them now and whenever but if you do get a chance and want to send it I will look at them. Have a good night. Thank you