



Chris Robinson

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Clarity & experience
in corporate law*

Life in the Virtual Law Firm

Why I joined Excello Law

I came to Excello Law because I wanted a different type of law firm.

The pressures and politics as a partner in large law firms were extreme. The rewards were not great, either: the overhead structure means they have to maintain high volumes and high fees to make even a modest profit for the partners.

As a virtual law firm, Excello Law provides all the support I need, whilst giving me the freedom to develop my practice as I wish. And because I keep a higher proportion of my personal billings, I can deliver better value to clients and earn more money at the same time.

I am a senior corporate lawyer, confident in my own ability to bring in work and provide an excellent service to my clients. I can do without the costly structure of glitzy offices, leather sofas and plasma screens, marketing departments and teams of junior lawyers. Teams can make money when they have a consistent workload, but they are a cost whenever things go quiet. That's a big problem for corporate departments with variable workflows. The new way is to transfer that risk to individuals, and I'm happy to take that challenge. Excello Law allows me to cut my overheads right back, so I can be much cheaper per hour than I was in a bricks-and-mortar law firm.

Clients get more of what they want – my personal service, not delegation to juniors in training. Excello Law provides the insurance, IT, precedents and compliance services I need to provide a first class service to clients, but still allows me to deliver a service my way. I work from home, I have no targets to meet: if there is a quiet month, the only person who will mind is me. I can make up for that by benefitting directly from the fees I earn when I am busy.

The virtual law firm concept is not just about work-life balance. It is ideal for those who do want to control their working time, but it also works for those looking to build a long-term career. I am still ambitious and driven. I could have started my own practice, but the cost of insurance cover (if you can get it at all) as a sole practitioner, including the commitment to run-off cover, made that unattractive. And then I would be truly alone.

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Excello Law provides a community of like-minded consultants. I can refer clients to other specialists with full confidence, knowing that they are all senior lawyers with proven track records. Clients know that the work is always done by a senior solicitor. The specialities within the team are perfectly balanced to cover all the needs of business clients, and the technology allows us to work together even if we are not in the same town – or even the same country.

You need to know where your work will come from. There is a flow of clients to Excello Law who want to deal with a virtual law firm, and that will grow, but most of the work is found by the consultants. If you have loyal clients or the means to get them, Excello Law provides the ideal way of giving them the service they want.

I see Excello Law as the route to my success.

Chris Robinson

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Clarity and experience in corporate law

I've been giving corporate legal advice for over 25 years. Give me a call on +44 7770 601840 or visit my website

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