

Chrissie Lightfoot, The Entrepreneur Lawyer (of the naked kind)



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Chrissie Lightfoot is a prominent international legal figure and the chief executive officer of EntrepreneurLawyer Ltd, a **global consulting business specializing in relationship sales and based in the UK**. Chrissie is an inspirational woman entrepreneur, a solicitor (non-practising), consultant, regular international Keynote speaker, legal futurist, legal and business commentator and a writer. **In 2013 she was nominated and honoured as Legal Professional of the Year 2013 and a Top 100 International Executive**; as published in the International Top 100 Business Magazine. **In 2015 she was named in the List Of The World's Top Female Futurists, and that same year LinkedIn announced that Chrissie lead the LinkedIn TOP 2015 list as the best-connected and most engaged woman in the legal sector; 4th across all sectors.**

Chrissie advises entrepreneurs, individual lawyers and their firms, globally on the future of legal services, products and provision, smart legal buying, AI and robotics in the legal eco-system, personal branding, social media, social networking, marketing, business development and innovation. As a legal and business commentator she is periodically quoted in *The Times (London)*, and the newspaper reported Chrissie as one of the Top Ten Best Legal Tweeters. Chrissie is a writer and content provider for *Thomson Reuters* the Legal Current portal, *LexisNexis* Practice Management portal, columnist for *The Global Legal Post* e-zine, *TheRouse* e-zine, designated blogger for the *Law Society Gazette* ('In Business' blog), *Trinity Mirror* ('Totally Legal' blog), *ALPMA* (practice management blog), *Brand Yorkshire* (Marketing features/blog), *EnCountry* ('Entrepreneur Country' blog) and *Fresh Business Thinking* blog.

As an author, Chrissie is best noted for her pioneering and groundbreaking best-seller *The Naked Lawyer: RIP to XXX – How to Market, Brand and Sell YOU!* (2010) and its sequel *Tomorrow's Naked Lawyer: NewTech, NewHuman, NewLaw – How to be successful 2015 to 2045* (Dec 2014) together with her consultancy and training in The ROAR Experience Social Media Programme. *The Naked Lawyer* is **recommended and mentioned in Professor Richard Susskind's book, *Tomorrow's Lawyers* (2013), along with only a handful of select books as the go to literature on the future of legal services.** She writes many articles in both the legal and business press (a regular contributor to *Managing Partner* magazine) and is also contributing author of a number of business books. She is a UK national award and prize winning researcher, a women's enterprise ambassador and a mentor on behalf of The Prince's Trust Million Makers Corporate Challenge.

Chrissie has been involved in various entrepreneurial, innovative and commercial activity, experience and successes throughout her career to date, primarily in the Legal, New Media, Management Consultancy and Sport & Leisure (inc. health & fitness) sectors. As a serial entrepreneur, sales and innovation have been her forte and passion. Whilst training as a solicitor Chrissie was interested in the future of legal services, providing extraordinary client service and increasing sales. She was proactive in innovating the quality and delivery of legal advice and was the brainchild of the firm's business start-up legal package, e-commerce proposition, in-house corporate knowledge hub and entrepreneur and employee share scheme niche focus. Chrissie was the first trainee solicitor in the UK and globally to devise a unique personal brand – ***Chrissie Lightfoot, The Entrepreneur Lawyer*** - which achieved impressive sales and marketing results.

Chrissie achieved Bachelor of Arts (Honours) degree 1st Class in Leisure & Business Studies (1996), Masters in Law degree (2006) and Legal Practice Certificate (2008) at Nottingham Law School. She qualified as a solicitor in 2009 at a mid-tier law firm in Leeds, UK.

Clients include(d): Top 20 law firms in the UK (including magic circle) Europe, USA, Australasia and New Zealand - Allen & Overy, Slaughter & May, Eversheds LLP, DLA LLP, Berwin Leighton Paisner LLP, Herbert Smith Freehills, King & Wood Mallesons - Law Society of England & Wales, Law Society of Scotland, International Bar Association (IBA), SIFA (UK), Fordham University School of Law (New York, USA), Harvard Law School (USA), Oxford University (UK), The University of Law (UK), UK National Associations, London Solicitors Litigation Association, LawSouth Group, LawTech Europe, International Legal Technology Association (ILTA, USA & UK), Association of European Lawyers (AEL), Geneva Bar Association, Australian Legal Practice Management Association (ALPMA - Australia), Future Firm Forum (New Zealand), The Lawlink Group Ltd (New Zealand), Simpson & Western (Auckland, New Zealand); Jackson Russell (Auckland, New Zealand), McCullough Robertson Lawyers (Queensland, Australia), Schjodt (Norway), Shoosmiths LLP, Nabarro LLP, Pannone LLP, DWF LLP, Connect2Law, X-Press Legal Services Ltd, Law Plain And Simple Ltd, St Paul's Chambers, Arcobalenomedia, Barker Brooks Publishing, Wilmington Publishing & Information Ltd, Easyjet, Winscribe, Peppermint Technology, Deltek, Clio, Salesforce, NetLaw Media, LegalEx, Law Without Walls, Managing Partners' Forum, Thomson Reuters, LexisNexis, The Guardian, Yorkshire & Clydesdale Bank, CoGress Ltd, Baker Tilly, Armstrong Watson, Grant Thornton, PwC Legal, KPMG, JLL (Jones Lang Lasalle), Ascent software, The Law Superstore and more.

Client achievement example: ONE Partner in an Australian law firm, after reading *The Naked Lawyer* eBook, hearing Chrissie speak, consulting with Chrissie on her ROAR model and putting into practice what she advocated (*from a standing start and directly attributable to*) achieved **£1,000,000 (\$1.6m Aussie) in new client instruction fees financial year May 2011-2012; £2m 2012/13; £4m 2013/14.**

2010-2015 Legal innovation involvement:

- 2015 – Advisor to the Law Society of England and Wales in developing its corporate strategy.
- 2015 – Advisor, Contributor and Thought Leader on the Technology Advisory Council, chaired by Karl Chapman, CEO of Riverview Law working with IBM and others to shape the development into the professions of ‘cognitive’ decision tools such as IBM Watson, and to alert firm management to the people implications through thought leadership.
- 2015 - LawWithoutWalls project and initiative (Miami University School of Law, Florida, USA) – Entrepreneur Mentor for the project “*Harnessing The Power of Watson: Utilizing Cognitive Technology to Help the Law Firm Make Better Decisions and Build a Stronger Relationship with Clients*”.
- 2014 - LawWithoutWalls Entrepreneur Mentor for the project “*Robot Lawyers: The Future of Online Chat Attorneys*”;
- 2013/14 - Thought-leader and contributor in ILTA’s & FastFuture’s 2014 report ‘*Legal Technology Future Horizons: Strategic Imperatives for the Law Firm of the Future*’.
- 2011/12 - Law Firm Marketing course (Fordham University School of Law, New York, USA).
- 2011/12 - College of Law (London, UK) LNTV Core Programme 5650 - Practice Management & Compliance: Branding, Social Media and Networking (co-contributor with Eversheds Managing Partner).

SUMMARY: How can Chrissie Lightfoot help you & what does she actually do?

- **Supports the development of the internal Business Development / Marketing / Sales / Social Media / Training / Learning & Development / IT function.**
- **Writes compelling, thought provoking and insightful content for clients either in a ‘ghosting’ capacity or in her own name as a third party advocate for the client to help raise awareness in the legal world and business world of issues dear to the client.**
- Writes, speaks, advises and consults on the topic “How To Market, Brand & Sell YOU!” – throughout the UK & Internationally.
- Delivers The ROAR Social Media Experience – a groundbreaking sales programme which unlocks rainmaker and commercial potential.
- Advises on sales & marketing and innovation of the same, particularly in relation to the development of personal brands and use of the same in social media and social networks to attract and retain prospects and clients.

- Presents/Speaks (20min > 90min sessions) and runs sessions / workshops / roundtables part planned, part ad-hoc to meet individual and/or group objectives on the subjects of: **the future of law, smart legal buying, role of the lawyer, effective use of technology, artificial intelligence & robotics in legal service and provision, personal brand, niche, social media, social networking, social brand, social business and social technology.**
- Gets involved in marketing & sales strategy, planning, creation, development, implementation and execution of the same (including personal brands and social media/networking) to build the sales pipeline and increase sales/instructions.
- Acts as a high-level business introducer. Professional network (11,000+ globally) comprising leaders in industry, politicians, academics, entrepreneurs and those in the professions; lawyers, accountants, IFAs, bankers, health / medicine, insurance professionals etc.
- **Author of *Tomorrow's Naked Lawyer: NewTech, NewHuman, NewLaw – How to be successful 2015 to 2045* (Dec, 2014)**
- **Author of best-seller book 2011/2/3/4 *The Naked Lawyer: RIP to XXX – How to Market, Brand and Sell You!* (Dec, 2010):**
 Website & Blog: <http://www.entrepreneurlawyer.co.uk> & <http://entrepreneurlawyer.co.uk/blog>
 Speaking: <http://entrepreneurlawyer.co.uk/products-services/seminars-events>
 LinkedIn: <http://www.linkedin.com/in/chrissielightfoot>
 Twitter: @TheNakedLawyer @EntrepreneurLaw
 Facebook: <http://www.facebook.com/EntrepreneurLawyer>
 YouTube: <http://www.youtube.com/TheNakedLawyer> ; www.youtube.com/EntrepreneurLawyer
 Ebook: [The Naked Lawyer: RIP to XXX – How to Market, Brand and Sell YOU!](#)
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