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February/March  
2009

# The Legal Connection

where legal § technology § people connect

## LegalTechNY 2009

*A geeky girl's New York City Adventure*

I am officially dubbing the Feb/March issue of The Legal Connection Ezine as the “LegalTech NY” edition as it will contain observations, interviews, pictures and information on the great people, products and what not I gathered and surmised while attending the largest annual “legal tech” event this year.

Held the beginning of February each year, LegalTech NY 2009 was no different. As I do each year, I drove in to Manhattan's NY Hilton to tour the Exhibit Hall - on the lookout for any new gadget, gizmo, tech or service which could help my clients and contacts save time or work “better”.

The trip was nice, although a heavy snow made my first drive over the 59<sup>th</sup> Street Bridge a bit surreal (all that could be seen besides the bridge was the Silvercup Studio sign – everything else was cloudy-white). Throughout the day, the snow just kept coming and on the drive home I commented to those following me on twitter that the City lost its edge that day – it really did look all soft and fluffy (and clean)! ;) Oh - big thanks to my brother in law, Vinny, who not only was gracious enough to accompany me this year, he wore the tshirt I gave him and let me take pictures too (see page 2; page 3 for a bit more about “Vinny”).

Back to LegalTech... this year I donned a pink LegalTypist tshirt and with Vinny toured 3 floors of “legal tech” – speaking with many of the vendors who I've connected with over the years - Gus from Deadlines on Demand; Chris at Grundig; Aimee Daniels of Legal Files (and, of course, the Perfect Law ladies).

I also got to meet a Grundig exec who was all the way from Munich; joke around in the halls with a dude from Big Hand; get my picture taken with a Mark Twain impersonator and see a really, really old typewriter. I twittered and tweeted throughout my day, adding to the “live” conversation of #ltny and #LTNY. If you're still undecided re: twitter, I also got to meet up with @rocketmatter who forgot his Treo charger – there was no need for him to buy a new one as I was able to loan him one of mine. Want to ease into twitter – just get your toes wet? Go sign up for an account and follow me - “legaltypist”. I'll show you the ropes and then you can also follow me when I travel to the ABA TechShow in April as I'll be using #Saba for tweets while in the Windy City!



# LegalTechNY 2009

Me in my LegalTypist pink t-shirt.



Favorite comment about my t-shirt?

"It's so *Rosie the Riveter*"  
 Suzi Schultz, VP of Sales  
[www.DAEGIS.com](http://www.DAEGIS.com)

What's a legal trade show without a mime?!



Vinny\* and the Mark Twain impersonator



The Perfect Law ladies and Vinny\*



Aimee Daniels  
 Account Manager



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\* Vinny's t-shirt courtesy of:



## Grundig Digta 420 Digital Recorder

- Ergonomic V shaped design that really fits into your hand
- Only color screen on professional digital recorders - great in dim light, car, airplane or home
- 80 hours of recording capacity
- Rechargeable or alkaline battery operation
- Internal memory as opposed to removable memory that other manufacturers force users to implement and which can be lost
- durable construction with grippy back cover



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When setting up my VA practice (which works predominantly with attorneys) I had three mission critical criteria of any web based "tech" 1. Security; 2. Accessibility; 3. End User-ability

**1. Security** - is the actual tech behind the service or process secure? Here's what I look for/ask about:

(a) Does it make you use e-mail? Yes? Strike one. It's very well known in the techy world and I've been saying it for years: e-mail is more of a postcard than it is a sealed envelope.

(b) Are all connections to the servers secure? No? Why not? Techy Truth: doesn't cost anything extra to pull your website visitors through the https protocol - thereby making the connection encrypted. Why wouldn't a web based service wish to be as proactively secure as possible, especially when it doesn't cost anything more?! So, when I ask if all connections are secure and I hear "No" or if this conversation makes the vendor uncomfortable, strike 2.

(c) Where are the actual servers a/k/a my data located? If I don't hear "on US soil" - strike 3. I'm Canadian by birth, a legal resident of the United States who works from my home based office on Long Island, NY. Has nothing to do with anything other should something go wrong with my relationship with that vendor, I do not want service of process to be an international (a/k/a much more expensive) endeavor. Also, "ordinary course of business" can mean different things in different parts - so keeping all my company and client information/data securely within it's country of origin is a requirement for me.

**2. Accessibility** - as a mobile professional, this ranks as the second "must" for any tech I take the time to learn, test, incorporate and recommend. I specifically do not mean how accessible I am to my clients and contacts, e-mails, etc. I mean how securely can I get at my practice's critical information when I want or need? Can I get at it by computer? What about my personal mobile device (Palm Centro) and/or my favorite - by any telephone? In my world it's all about the options and the more options you have to get at your data (securely), the more mobile a professional you truly are. FYI, the two techs I combine and recommend to my clients and contacts make them securely able to process work using nothing but a toll free number and that's because of criteria 3...

**3. End User-ability** - if your clients/contacts can't understand how to use a tech or if using it is difficult or cumbersome, they won't. If possible, mold your tech and processes around how they work - not the other way around. I've got my tech down to the point where all one need do is call a toll free number and enter a 7 digit user ID to securely dictate everything from correspondence to billing notations, from briefs and pleadings to blog entries. Of course, my clients can also connect to their information in as many ways as I can, it's just that they don't HAVE to! Again, to me it's all about having options.

## 5 Things About Vinny

A former chef with experience at some of NYC's choicest properties, Vinny's not just a great tour guide who knows the City inside and out, he's also very funny! Along with that, here's 5 Things About Vinny:

1. Wanting to learn how to cook so bad, Vinny spent his college years in a dry state. DOH! lol

2. Born in December, Vinny's a Sagittarius (as is Mark Twain) ;)

3. Vinny likes old cars. He lovingly restored, owns and drives a 1971 Road Runner and 61 Chevy Bel Aire.

4. Vinny recently worked as an extra for a tv drama and drove one of his cars in a 1970's cop series filmed in NYC. Vinny also applied to Top Chef but I think he might be just a bit too "real" for prime time!

5. Vinny is single and is one of 6 my kids call "uncle".

Contact me if you want to know more about Vinny!



Q. I see you mention Solosez a lot - what's Solosez?

Through SoloSez, I get to digitally hang out in a virtual firm of over 3,500 registered users - most of them attorneys. I like attorneys and really missed the chitter chatter/banter which naturally occurs when one works in the same physical location. After joining Solosez, that negative aspect of practicing as a legal virtual assistant disappeared.

I think the best part of Solosez is that it is not JUST attorneys and active members freely share information, ideas and discuss issues. On any given day I am as likely to learn about how to properly care for cast iron as I am to learn what signs to keep an eye on in an aging pet - sure there's legally type questions/information too - but you pick and choose what you read, usually by e-mail subject line.



Now, don't let the name fool you - Solosez is not just a bunch of "solos" and it is not just for "attorneys". It is a true "social network" - open to the public, with processes conducted and maintained by the American Bar Association. There are well known tech gurus and it's rumored a great plumber and HVAC guy too! Solosez is just as likely to have a big law partner as a little ol' digital assistant like me!

While most of my contacts through Solosez are positive, I must caution that there are rules which must be strictly adhered to. All new members receive a copy of the rules, which include specific information you must provide in your introduction to the list. Break them and you'll have several nice (and perhaps a not so nice) attorney let you know!

*"Never lie down at night without being able to say. "I have made one human being, at least, a little wiser, a little happier, or a little better this day."*

Charles Kingsley



Work from home.  
Get excited about work.  
Become a virtual assistant.





**FREE BYOB Lecture**

**Spring Clean My PC!**

Click to listen to this 20 minute podcast (free resources given)



<http://www.legaltypist.com/inc/files/editor/files/SpringClean.mp3>

