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Shawn is the CEO of TLABC. He has spent more than 15 years in senior management positions in the nonprofit and private sectors including the Vancouver Botanical Gardens Association, Edelman PR, CharityVillage.com, WWF-Canada and the Huntington Society of Canada. A Chartered Director (C.Dir.), Shawn is in his third term as a director with Mountain Equipment Co-op, where he also chairs the Governance Committee. He is a past director and chair of Vantage Point (formerly Volunteer Vancouver) and a past director and Treasurer of Gardens BC.

Shawn lives in East Vancouver with his wife and two young daughters, a Bernese Mountain dog, and a cat.

In *The Future of the Professions: How Technology Will Transform the Work of Human Experts*, author Richard Susskind said:

The Canadian science-fiction writer William Gibson could well have been speaking of technology in the professions when he said: 'The future has already arrived. It's just not evenly distributed yet.'

I really like this quote for two reasons. One, it features the genius of one of our Canadian authors; and two, it's a nice set-up to the theme this issue of *the Verdict* – technology.

We all know that the law is not hip to rapid change. And yet, change is being thrust upon it – and those in the legal profession – at an ever increasing rate. Our articles in this issue cover a really good spectrum of where technology intersects with the work of our members. More on that in a moment.

Technology is also front and centre in the management of the Trial Lawyers Association of BC. We rely heavily on connecting with our members via electronic means. Our listservers are one of our most valued member benefits, connecting lawyers practicing across the province with their peers and allowing them to share ideas, expertise and insights.

We are also invested in making sure the TLABC brand is active on social media. You will find us on Facebook, LinkedIn and Twitter, with a strong and steady group of followers on each platform. In tandem with our website, our social media channels help us engage not only with our members but with the broader public on a range of issues that are of mutual interest. Such is the world today of social license.

BigSquare, a firm that provides business analytics services to law firms in the US, identified the following **TOP 10 TRENDS THAT – THEY FEEL – WILL IMPACT THE LEGAL SECTOR IN 2018.**

1. **CYBERSECURITY** – are your client files safe and secure?
2. **MOBILITY** – smartphones, legal apps and mobile responsive design for websites. Legal services anywhere, anytime ... not just from your office.
3. **MOVEMENT TO THE CLOUD** – on the one hand firms can save on IT staff costs, on the other just how secure is it?
4. **ANALYTICS** – your practice or firm generates a lot of information. Now there are tools to help you see trends.
5. **BUSINESS INTELLIGENCE** – efficiency, efficiency, efficiency.
6. **PERFORMANCE TRACKING** – how many clients are coming in, how much are you billing, how often do you win?
7. **CHANGES IN BILLING** – mobile tools and new technology is changing how you can bill your clients.
8. **SMART WATCHES** – can you believe you could be sending email and messages from your watch?
9. **CRM FOR CLIENTS** – more and better platforms for managing the relationship with your clients.
10. **ONLINE COMMUNITIES AND SOCIAL MEDIA** – as I mentioned earlier, there is no better place to find or development a community of the like-minded than online.

We don't have the space to address all of these things, but we touch on a few and some others of interest, too.

In this issue, Sean Dillman makes the case for having a lawyer lead and guide your website development for your practice, Brian Mauch provides information on 10 security measures law firms can take to ensure the security of their data, David P. Stark provides tips on mediation and finally, our very own technology guru, David Bilinsky answers some questions.

Hopefully, an issue like this one helps with the aforementioned "even distribution" of the future. Enjoy. V