

**The Legal Director is a fully regulated law firm that provides businesses with highly qualified and experienced lawyers on a fully flexible basis.**



**The Legal Director®**

Legal advice from a business perspective

*'There is no reason in our eyes why anyone should not consider Shieldpay. Sole practitioners, smaller law firms and any firm performing bulk conveyancing would be well-advised to use them. With clear visibility over transactions, authority over payments out, and the removed risk of holding money, the platform offers everything we need to manage and protect our clients' funds'*

James Mallender,  
Director, The Legal Director

### THE LEGAL DIRECTOR APPROACH

By working smarter as part of the client's business, and by delivering legal advice from a business perspective, The Legal Director demonstrably saves its clients significant amounts of money and directors' time. The firm offers the most transparent and cost-effective way of embedding a senior lawyer within a client's business — at a fraction of the cost of employing a full-time Legal Director or engaging with a traditional law firm on an ad hoc basis.

### AN INDUSTRY-WIDE PROBLEM

Fee earners are burdened by administrative tasks that surround client money and yearly statutory audit requirements, taking them away from fee earning work. The Solicitors Regulation Authority reported a 20% increase in threats over the past 12 months and over £11m in client money stolen due to cyber crime. Unsurprisingly, firms are looking for alternative solutions to holding client monies to achieve better security and protections over client funds. Sharing similar values to Shieldpay, The Legal Director were keen to optimise the service offered to their clients whilst also mitigating risk to their business.

### MET BY A BESPOKE SOLUTION

Shieldpay takes the operational and regulatory risk of holding client money away from firms. Through Shieldpay's easy to use platform, firms are able to cut operational costs, improve efficiencies by streamlining their own internal processes and improve customer service by providing real-time updates to clients of the status of their funds. With improved time and resource efficiencies, their lawyers are able to focus on delivering stellar legal services to their clients whilst leaving all handling of client monies to Shieldpay as their partner and secure payments expert.

James Mallender, Director of The Legal Director explains, "Shieldpay has reduced our cost of PI premiums and external audits, which of course we would need to manage ourselves if we operated our own client monies account."

Having now benefited from enhanced working practices and efficiencies, The Legal Director now believes that Shieldpay should be the TPMA provider of choice for all firms.