

Agenda

Introductions

Linkedin. Linkedin

facebook Facebook

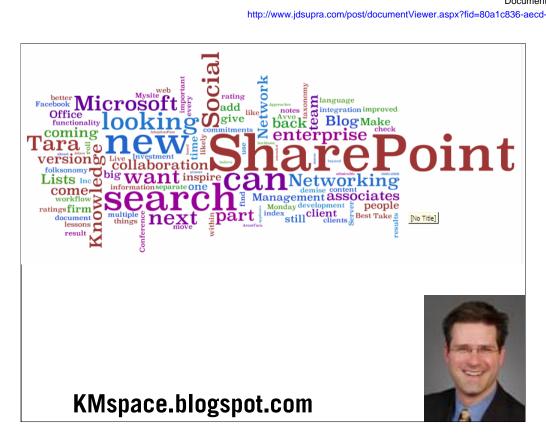
△ Policies and Risks

Blogging Blogging

twitter Twitter

Legal OnRamp

PresisNexis Martindale Connected









BOB





The questions we'll explore today:

What value does online networking offer?

- •What benefits might people expect to see?
- •How much time and effort should they invest?
- •Which are the best sites for lawyers? For the rest of us?
- •How can you maximize the return?

Robert J. Ambrogi Esq.

Survey: Avanade.com, September 2008

Survey of 541 top executives in North America, Europe and Asia-Pacific:

- Social media have the potential to transform the way companies build and manage relationships with their customers.
- Apathy, fear and uncertainty more than costs are preventing companies from formally adopting social media.
- Social media are invading the workplace by stealth. Companies know this, but most have no formal plan to manage them.

Robert J. Ambrogi Esq.

Survey: Avanade.com, September 2008

Among global businesses that were early adopters of social media:

- Two-thirds see improved customer satisfaction from the adoption of social media.
- 64 percent report an improved reputation in the marketplace.
- 2 in 5 companies can directly associate an increase in sales with the move to new forms of media.

Robert J. Ambrogi Esq.

Survey: ABA Legal Technology Survey Report, August 2008

BLOGS AND SOCIAL NETWORKS

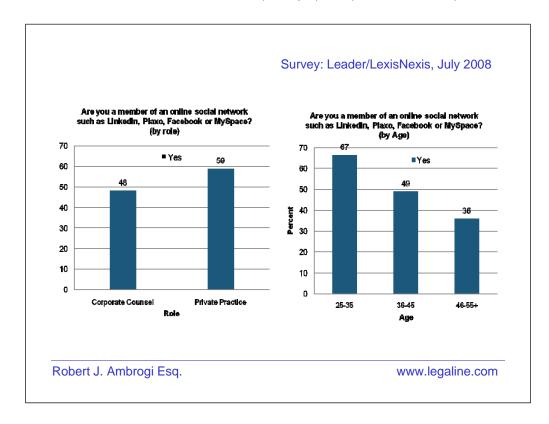
Blogs are maintained by just a tiny minority of lawyers and firms. But attorneys seem to be warming more to the idea of joining social networks:

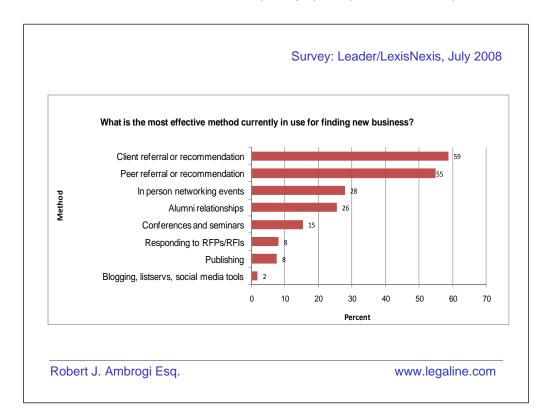
Firms that maintain a law blog Lawyers who maintain a law blog

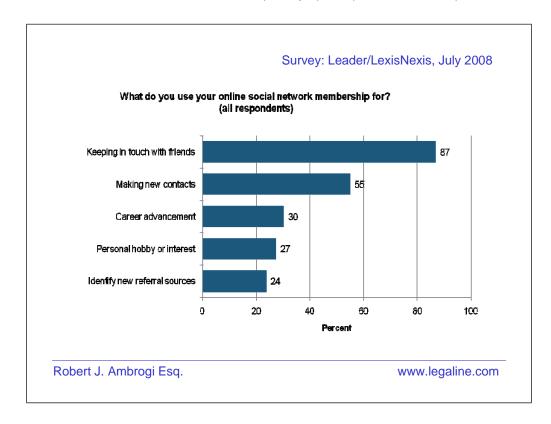
have joined a joined a social social network

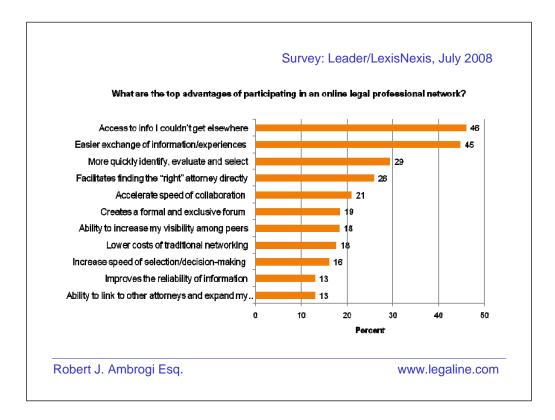
Lawyers who have network

Robert J. Ambrogi Esq.











- 25 million members
- growing at a rate of more than one million new members a month
- (one every two seconds)

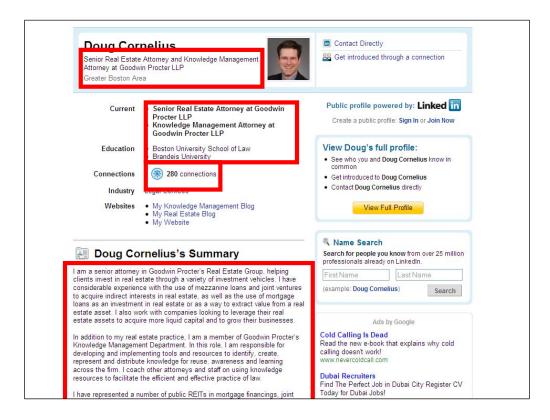
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Are these social network site for real? Are they a fad?

People are joining in droves.

LinkedIn focuses on being a professional social network site

Poll audience for users

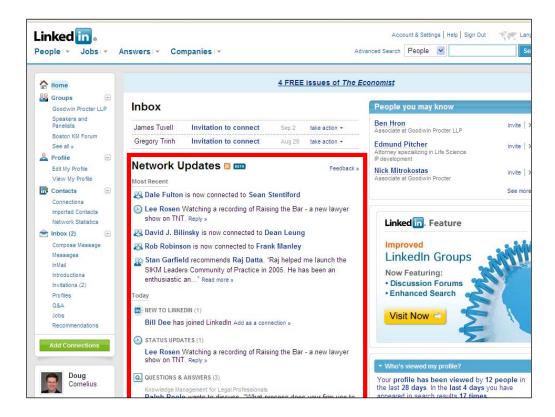


You create a profile.

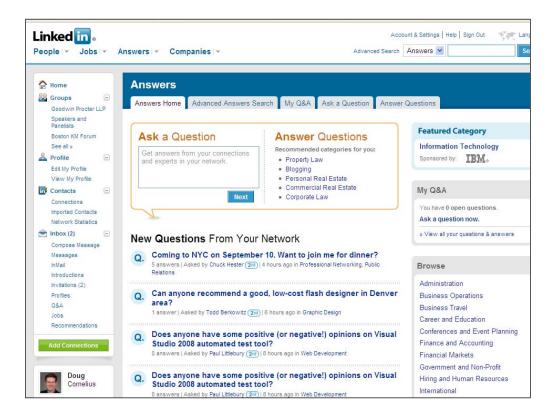
You can put in as little information as on a business card.

Or an expanded resume.

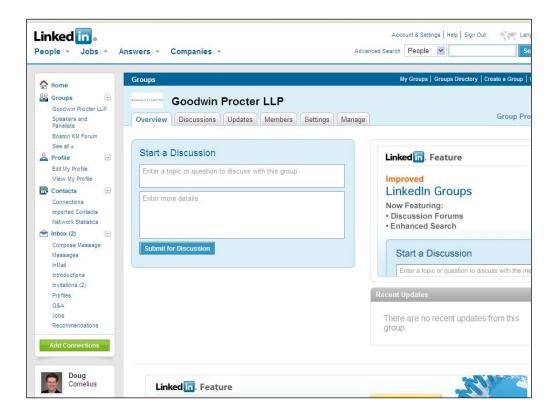
The key to LinkedIn is creating connections with other people in LinkedIn. Like an online rolodex.



On the home page of linkedin, you get updates from you connections, as they update their information, connect with others, update their status.



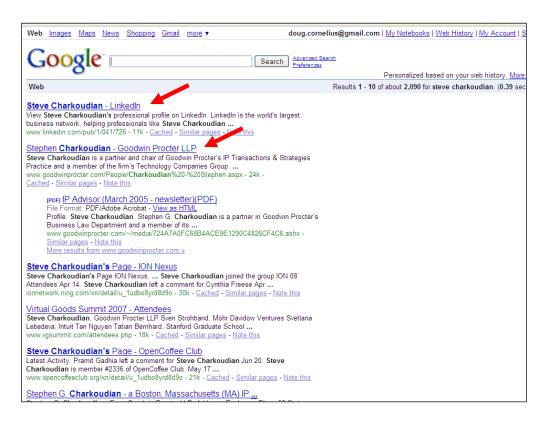
LinkedIn has an answers feature. You can answer questions put up by anyone in LinkedIn. It is an opportunity to show your expertise. It also a danger point for lawyers.



LinkedIn has a groups function. Joining a group was little more than a badge on you profile.

They recently added lots of functionality to the groups feature.

I have not had time to explore these yet.



The power of LinkedIn. I search for Steve Charkoudian, a partner in our IP practice and his LinkedIn profile comes up #1 in a Google search. Ahead of the Goodwin Procter listing.

Most attorney's LinkedIn Profile will come up in the top 5 Google search

facebook

- 100+ million members
- They can't all be college students

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Facebook

Huge site. Way past the point of critical mass for college-aged students and law students.

Not yet at the point of critical mass for lawyers. But as new associates arrive we get closer and closer to the critical mass point.

Poll audience for users



You create a profile in Facebook, with as much information as you want to make available and you can control who sees the information.



You can update your status and make information available to your "friends."



It is a great aggregator of information from other systems and applications.

Twitter update my status

Doppler lets people know when I am traveling

My blog posts get pushed into my stream of updates

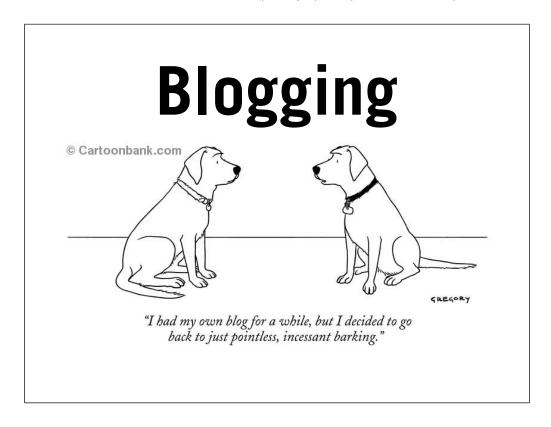


You get a stream of updates from your "friends."

It is great way to keep people up to date with what you are doing.

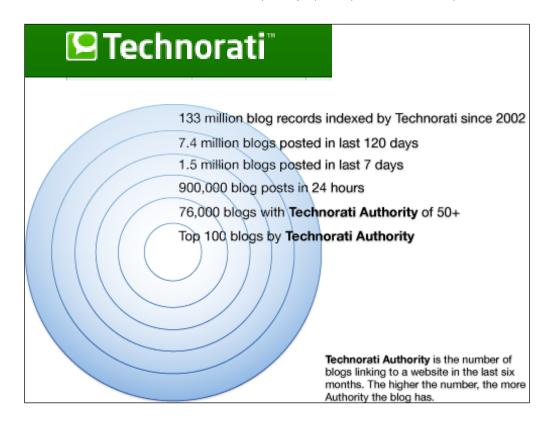


JENN starts us off



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Poll audience for bloggers and blog readers



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Technorati is blog tracking service and just released their 2008 State of the Blogosphere with some startling numbers.

1.5 million blogs are updated at least weekly

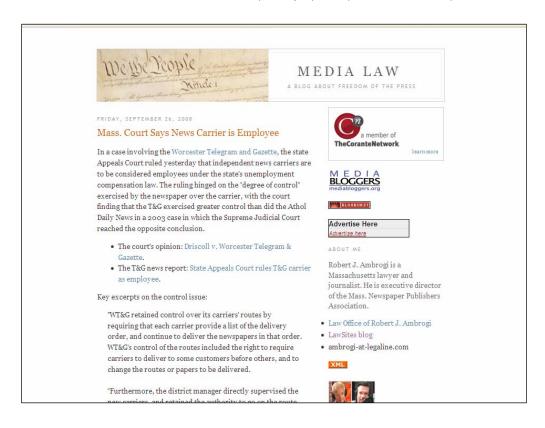
900,000 blog posts every day



Jenn's blog and why she blogs



One of Bob's blogs



Another of Bob's blogs



Another of Bob's blogs



Bob Podcasting



Doug's blog and why he blogs

Personal knowledge management. This is a collection of stuff that I find interesting.

Blog platform is a powerful tool to help collect this knowledge, categorize it, date and search for it.



Real-time short messaging service "What are you doing?" 140 characters Over 3 million twitterers

JENN

Twitter

Poll audience for twitter users



Samuel Morse tapped out this historic message upon inventing the telegraph:

What hath God wrought?

22 characters long.

Alexander Graham Bell's first words on a telephone:

Mr. Watson, come here, I want to see you.

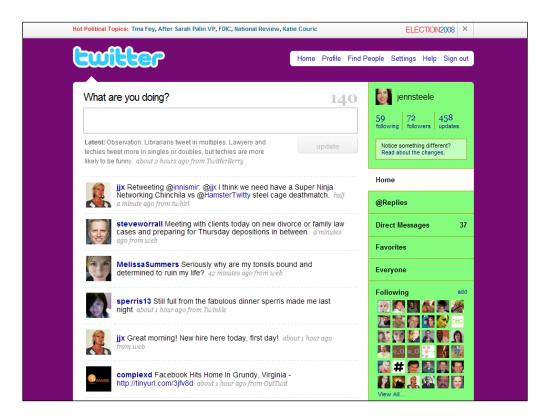
41 characters.

Neil Armstrong upon walking onto the moon: That's one small step for man, one giant leap for mankind.

58 characters.

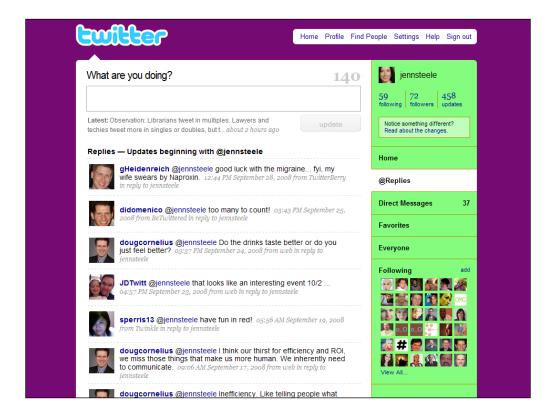
Can you say anything meaningful in 140 characters?

They did.



Simple box to say "What You are Doing"

Stream of tweets from the people you follow.



Replies (starting a tweet with an @ symbol and the username) get handled a little differently. You can see the conversation.



Twitter search allows you to really grab the conversation. Searching for Doug's name, you can see the messages he sent and the replies back.

Twitter is an open platform so there are lots and lots of tools that work with the flow of information.



- 5,000+
- In-House Counsel and Law Firms
- Social Network + Substantive Legal Content

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