

CLICKOAI LAW FIRM GUIDE 05 OF 63

Solo and Small Firm Legal Trends Evidence Guide

Read market claims without importing another firm's assumptions.

Use it when

a solo or small firm is using a market report to justify a decision

Boundary

This guide does not reproduce or validate a supplier dataset. Read the original methodology before relying on a claim.

Built for independent law firms in England and Wales

Original ClickoAI edition | Version 1 | 18 August 2026 | clickoai.com/law-firm-guides

1. Frame the decision

A precise percentage can still be weak evidence. Keep population, date, wording and limitation beside every number.

Specific focus

Test population, jurisdiction, date and measures against the firm's own decision.

Questions to answer

- For this guide: Test population, jurisdiction, date and measures against the firm's own decision.
- Who was studied?
- When and how was data collected?
- Is this outcome, opinion or forecast?
- Are denominator and wording available?

Avoid

- lifting a headline without denominator
- combining jurisdictions silently
- treating adoption as value

2. Control sheet

Treat a blank evidence field as a reason to pause, not a reason to guess. Record sources and owners before changing the workflow.

Area	Evidence to collect	Pass condition
Population	Jurisdiction, role and size	Matches decision
Method	Sample, dates and wording	Collection is clear
Measure	Numerator, denominator and period	Claim is reconstructable
Limit	Bias and missing groups	Limitation travels
Use	Decision and alternatives	Reliance is proportionate

Fail closed

If an input, owner or approval is missing, record the gap and keep the affected step outside the proposed change.

3. Working record

Complete this page with counts, dates and named sources. Do not include client names, matter names, contract text or privileged material.

Field	Evidence or answer
Guide focus	Test population, jurisdiction, date and measures against the firm's own decision.
Claim	
Original source	
Population	
Collection date	
Method	
Limitation	

Evidence quality check

- The source is named and dated.
- An estimate is labelled as an estimate.
- The owner can reproduce the measure.
- The same method can be used after a change.

4. Decision record

Select the outcome that the evidence supports. A stop or no-change decision is valid.

- Stop: a required source, owner or approval is missing.
- Fix: repair the underlying route before adding technology or cost.
- Test: run one bounded change with a baseline and review date.
- Proceed: adopt only the option supported by the recorded evidence.

Decision field	Record
Chosen outcome	
Reason and evidence	
Owner and approvers	
Review or expiry date	

Primary sources

[Law Society: Introduction to lawtech](#)

[Law Society: How to use lawtech in your practice](#)

[Law Society: Buying new technology](#)

[SRA: Compliance tips for AI and technology](#)

Source status

Links checked 18 August 2026. Confirm the current version and obtain appropriate professional advice before relying on regulated, contractual, privacy, security, insurance, financial or wellbeing conclusions.