

The Changing face of the Law



Excello Law were one of the recent sponsors of our annual Dinner, and here, Julie Mogan Regional director and local Liverpool partner discusses how her firm is changing some aspects of how to run a law firm.

National commercial law firm Excello Law is at the forefront of driving change in the way legal services are delivered and has enjoyed significant growth across the North West over the last year, offering additional expertise across corporate and finance, energy and renewables and family law specialisms, and opening a new office in Chester alongside Liverpool.

Excello Law was founded in 2009 as one of the first law practices to adopt a limited liability company structure, providing a more forward-thinking and independent environment in which to practise for experienced, senior commercial lawyers and addressing client concerns about the quality, accessibility and cost of legal services head-on.

Excello Law's innovative business model has pioneered changes in the way legal services are delivered, reducing overhead costs and using leading-edge technology to give freedom to lawyers to manage their businesses as they choose while assuring clients of better value pricing and direct access to senior legal expertise.

Collaborative working is a key value of the firm. Lawyers are incentivised to work together with the focus on quality of output and client service, not on billable hours. 42% of case files opened in 2016 were referrals between lawyers, dismantling the silo culture prevalent elsewhere in the profession.

Julie Mogan, regional director and corporate lawyer, and recently voted

as Liverpool's 'Legal Entrepreneur of the Year' in the Downtown Liverpool in Business 2016 awards, explains: "The way we work allows us to focus fully on customer service and the development of long-lasting partnerships with our clients which is at the heart of everything we do at Excello Law.

"We know our clients value the direct access to senior lawyers, the depth and breadth of legal services offered across our teams, and the more competitive pricing or fixed fee options."

The firm opened its Liverpool office at One Derby Square in 2014 gaining recognition for the expertise across its commercial property and corporate services with lawyers Heather Summers, Pete McHugh and Tom Sutcliffe.

