

RAPID  IMPACT

AUTOMATION INTELLIGENCE BRIEF

STRATEGIC *ASSESSMENT*

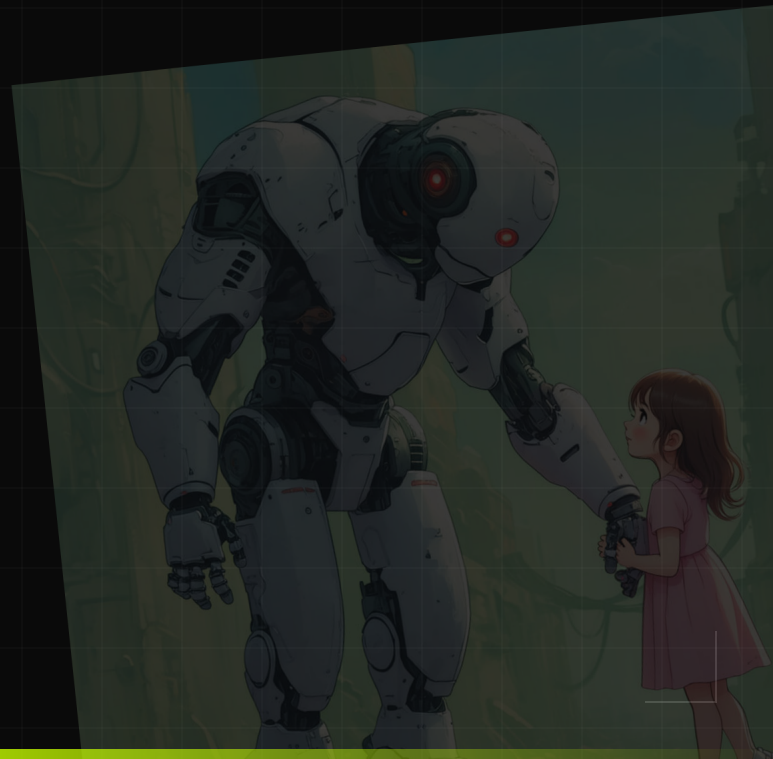
"\$160,000 a year spent being a file clerk instead of a lawyer."

PREPARED FOR

Linda, Attorney / Owner

Chen Family Law

February 10, 2026



THE SITUATION

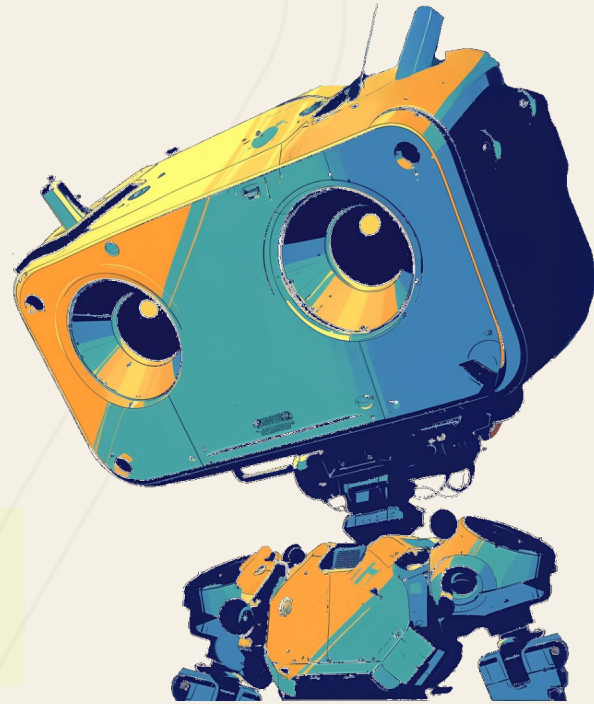
You were honest with us. Here is what we heard.

"IF SHE LEAVES, I'M FINISHED."

That fear is not hypothetical. It sits on top of \$160,000 in annual revenue you cannot bill for. Fifteen hours every week organizing files, chasing signatures, extracting dates from emails that read like novels. At \$400 an hour, the math is blunt. One in every five hours you work generates zero revenue. And your only paralegal just told you she is burning out.

"It would mean I could go home at 5:00 PM. I haven't seen my kids' soccer games in two months."

— THE VISION



THE FINDING

The problem is not effort. You and your paralegal are working past capacity already. The problem is that data touches too many hands before it reaches the system where it belongs. Every client email becomes a manual extraction project. Every intake becomes an hour of sorting before the legal work can start.

THE OPPORTUNITY

Practices that automate intake typically recover 70 to 85 percent of the time currently spent on manual data entry. For a firm billing \$800,000 annually with a 20 percent leakage rate, even a partial recovery changes the entire financial picture.

THE RECOMMENDATION

A phased approach starting with intake automation, integrated with your existing Clio setup, designed to show results before your paralegal reaches her limit.



DISCOVERY

WHAT WE HEARD

YOUR SITUATION

Chen Family Law is an \$800,000 family law practice run by Linda and one paralegal. Forty active cases at any given time. Clients arrive in crisis, and the work is deeply personal. Linda bills at \$400 an hour and loves the legal work itself. The tech stack is Clio for case management, Microsoft Word and Outlook for the actual work, fillable PDFs for intake, and filing cabinets for the judges who still want paper. Clio is supposed to be the everything tool. About 10 percent of it gets used.

YOUR CHALLENGES

Monday starts with two clients crying before 10 AM and a four-inch stack of discovery documents. The intake process is broken at the root. Fillable PDFs never actually work. Clients email their life story in a giant wall of text instead. Linda spends an hour per client just finding the relevant dates and names. Fifteen hours a week goes to organizing files, chasing signatures, verifying whether clients actually sent their bank statements or just said they did. The paralegal holds the entire institutional knowledge of the office in her head. She just said she is burning out. And Linda cannot justify charging \$400 an hour for the time she spends getting a PDF to open.

"I'm 'home' but I'm just sitting in the kitchen with my laptop until midnight. It's affecting my health, it's affecting my marriage."

— Linda Chen

\$160,000

CONSERVATIVE ANNUAL ESTIMATE

Unbillable Attorney Time

Twenty percent of \$800,000 in annual billing lost to admin work Linda cannot charge clients for at her \$400 hourly rate.

\$160,000

Intake Data Extraction

One hour per client times 40 active cases, cycled through new matters annually, at \$400 per hour in attorney time.

\$40,000

Paralegal Replacement Risk

One month of zero new cases to rebuild institutional knowledge. Lost revenue, recruiting costs, and training time compounded.

Incalculable

DAILY REALITY

8:15 AM. Two clients have already cried. The discovery stack is four inches high. Outlook holds six new emails, each a wall of text from a client recounting their entire marriage. Linda opens the first one and starts hunting for a date of separation. Copy. Paste into Word. Cross-reference with Clio, which has a different spelling of the spouse's name. The paralegal is in the next room doing the same thing with bank statements. By lunch, neither of them has practiced law.

THE HUMAN COST

There is a cost that does not show up in the billing report. Two months without seeing a soccer game. A kitchen table that has become a second office. Health suffering. A marriage under strain. The slow, corrosive feeling of resenting a business you built because you love helping families.

12-MONTH TRAJECTORY

Twelve months from now, the caseload will not shrink. Forty cases become forty-five or fifty, because referrals keep coming whether the systems can handle them or not. The fifteen hours of admin become eighteen. The paralegal question will have answered itself, one way or another.

WHAT'S POSSIBLE

WHAT WE SEE

Tuesday morning. A new client filled out their intake form last night from their phone. The data is already in Clio: names, dates, financial disclosures, children's information, all structured and filed. A first draft of the initial petition is waiting in Word. Your paralegal reviews it in fifteen minutes instead of building it from scratch over two hours. You walk into the office, open your case list, and start doing what you went to law school to do. You leave at 5:00 PM. There is a soccer game tonight.

AUTOMATED CLIENT INTAKE

Eliminate the hour per client spent extracting dates from emails

INTAKE TO CLIO PIPELINE

Client data flows directly into case files without manual entry

FIRST DRAFT GENERATION

Initial documents assembled from intake data before you arrive

PARALEGAL WORKLOAD RELIEF

Remove the data entry that is driving your only team member toward the door

At \$400 an hour and 15 hours a week in recoverable time, the math on Phase 1 tends to resolve itself quickly.

WHY THIS WORKS

- ✓ This integrates with your existing Clio, not around it.
- ✓ Your data stays on your systems. Private deployment, not public AI.
- ✓ Phase 1 targets the paralegal workload crisis first.

The architecture for Phase 1 is mapped. Let us walk through exactly how it connects to Clio and addresses your data privacy concerns.



NEXT STEPS

LET'S BUILD THIS

You gave us nine minutes. In that window, you shared things that do not come up in a typical business conversation. The burnout. The resentment building toward something you built out of genuine love for the work. The weight of knowing your entire operation depends on one person who just told you she is running out of road. We received all of it. This brief exists because you were willing to describe the real version of your practice, not the polished one. That kind of honesty is rare, and it tells us something about the kind of firm you are trying to build.

READY TO START?

"If you can show me a way to get my paralegal's workload down so she doesn't quit, I'm all in."

You named the criteria. The architecture is ready.

Twenty minutes with Zack. Your Clio setup, your security questions, your Phase 1 plan. No obligation, just answers.

[Book the free audit](#)

RAPID  IMPACT

Intelligent Automation Solutions

zack@rapidimpact.com | prepared with ❤️ by ACRO | rapidimpact.com

February 10, 2026