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Now case-law searches at lexis.com® reach deeper—uncovering and compiling vital insights and documents to help researchers more fully understand the true impact of a case.

New LexisNexis® Related Content gives you a virtual roadmap to more of the rich editorial content available at lexis.com—without additional searching! And all of this valuable case analysis is conveniently organized into one navigation pane adjacent to your full-text case.

The new Related Content navigation pane even includes a linkable table of contents so you can move directly to the case text you need faster.

You’ll find your issue covered in an exclusive combination of analytical resources—a combination you can’t replicate in one search elsewhere—including:

- Official report PDFs and court documents, such as LexisNexis Briefs, Pleadings & Motions; U.S. Supreme Court Briefs, etc.
- Lexis® Case in Brief for newer and significant cases—with links to news coverage, docket, and additional case analysis.
- Emerging Issues Analysis—From Matthew Bender®, Mealey’s™ and Martindale-Hubbell® authors.

Plus, in the same navigation pane, you can also link directly to:

- Matthew Bender treatises plus U.S. and state practice guides;
- More BNA® legal analysis than available elsewhere;
- ALR®, Am Jur® and state jurisprudences such as Witkin;
- law reviews and more.

Link to any included documents you need for your research. You pay the same low document-retrieval charge you pay now. No additional charges for the added value. You can even choose to link to documents outside your LexisNexis subscription—and view the document-retrieval price before you link.

Take a Tour of LexisNexis Related Content on Page 09:058

AALL Conference Materials Ready for You!

Product literature from LexisNexis Booth 722—ready to print and share—is now available at the LexisNexis InfoPro Web site at http://law.lexisnexis.com/infopro/Professional-and-Personal-Development/AALL-Literature-from-the-Tradeshow-Floor/
One Search in Cases Now Retrieves a Full Spectrum of Analysis, PDFs and Case-Issue Details

It's as simple as entering a search in cases. Now your results set includes much more on your issue—related content you may not have realized existed. And you don't have to search for it.

When you display a full-text case, the LexisNexis Related Content navigation pane displays automatically and is arranged into three areas:

- **Case-related documents and analysis**, such as links to the report PDF, LexisNexis Briefs, Pleadings & Motions, detailed Lexis Case in Brief treatment, transcripts and even expert commentaries.
- **Issues analysis**, including links to available analytical content.
- **Document outline** to navigate to any document section quickly.

The default is to show the Related Content display, but you can minimize it, if you choose. (See the example screen.)

**Take a Closer Look at a LexisNexis Related Content Navigation Pane:**

A. Move to a cite list of available briefs, pleadings & motions.
B. Find Case in Brief Analyses, including recent news coverage of the issue, and details such as the parties' arguments and references for and against the holding. All Case in Brief documents are updated regularly.
C. See at a glance how many analytical documents were retrieved.
D. Tap an exclusive combination of analytical resources that cannot be replicated by any other online provider.
E. Link and explore any reference in a new window. If users select a document that's not part of your LexisNexis subscription, they'll see a screen notification, along with the retail retrieval price of that document.
F. Hide the Related Content display.

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1 Currently covering all available U.S. case law as well as 20 states' cases back to 1990: CA, CO, CT, DC, DE, FL, GA, IL, IN, MA, MD, MI, MO, NJ, NV, NY, OH, PA, TX and VA. Additional states and state coverage will be added throughout the remainder of 2009. Related Content may not be available in all government subscriptions.
PDA-Phobes vs. CrackBerry Addicts

New Survey Shows How Legal Boomers, X’ers and Y’ers Are Bridging—and Sometimes Broadening—the Office Technology Gap

by Elizabeth Cavendish, LexisNexis Librarian Relations Consultant

Have you ever cringed during a meeting when someone stops writing his blog about how boring the meeting is to send an e-mail to a colleague sitting six feet away … and then he changes his Facebook® status? You shoot him a look that says “Were you raised in a barn (albeit a high-tech barn)?” But you get a blank stare in response, like he just can’t comprehend what’s bothering you.

There is a very good chance that this disconnect does not come from where the offender was raised but from the age groups you both represent.

Earlier this year, LexisNexis commissioned a national survey of 250 legal and 450 other white collar professionals and found that, although they have all embraced technology, there are still significant gaps in how different generations use and apply this technology in the workplace.

The generations in this survey are represented by:

• 100 legal and 175 white collar Boomers (ages 44 – 60),
• 100 legal and 175 white collar Generation X (ages 29 – 43) members, and
• 50 legal and 100 white collar Generation Y (ages 28 and younger) members.

The survey explores how technology has blurred the boundaries between home and work, how it has impacted office etiquette, and how the different generations are dealing with technology overload.

Findings demonstrate that new technology and software applications have been embraced by all professional generations in both the white collar and legal fields. Also there is strong agreement among all legal professionals that many tasks, such as performing research and obtaining up-to-the-minute information, have been made easier with these advances. In a profession that skews older, surprisingly, the strongest support for the proposition that the legal profession is maximizing the utilization of the available technologies is Generation Y with 87 percent agreement. Only 65 percent of Boomers and 70 percent of Generation X feel the same.

But it is the youngest professionals, however, who are most concerned about their own productivity if applications usage is left unregulated by their employers. For example, only 29 percent of Boomers feel that the Internet decreases their productivity, but 56 percent and 59 percent respectfully of Generation X and Y perceive such a negative effect.

This decrease in productivity is reflected by the types of applications and software that they access from work. The younger professionals admit to using more software that blurs the line between professional and personal, such as video games and photo editing programs.

While these younger legal professionals are accessing more diverse programs than their older peers, they are also multi-tasking at a much higher rate.

According to the survey:

• A Boomer professional averages 10.28 hours a day using e-mail programs, Internet browsers, instant messaging programs and Microsoft® Office programs.

• A Generation X professional claims to spend 14.36 work hours using these same programs while

• A Generation Y professional’s use doubles that of a Boomer at 22.1 hours.

It appears that older professionals calculate usage of only the program they are actively working on whereas younger professionals count all applications that are open and available to use as they toggle from one to another. (This is a much more preferable explanation than the 110.5-hour work week.)

This technology-use gap may separate the generations’ effectiveness to communicate with each other even more than age and pop culture. And these differences can raise unforeseen tensions at work. The previous example about the two meeting participants shows that “what’s appropriate” is regarded very differently depending upon the professional’s age. For example:

• Twice as many Generation Y legal professionals as Boomers think that using a laptop or PDA during a meeting is efficient whereas two-thirds of Boomers find such usage impolite or distracting.

• 43 percent of Generation Y also thinks that blogging about work is acceptable behavior for a professional and another 47 percent would befriend a client through a social networking site. Only 28 percent and 24 percent of Boomers find these respective online activities acceptable professional behavior.

Management must create policies that acknowledge that this technological gap among the generations exists and find solutions to increase productivity without stifling access to necessary technology. These policies must be flexible enough to take into account available technologies and how they can be used effectively by professionals with different experiences and expectations.

Review additional findings from the national survey of legal professionals commissioned by LexisNexis at www.lexisnexis.com/media/pdfs/ LexisNexis-Technology-Gap-Survey-4-09.pdf.

Read more … and blog your thoughts to colleagues … or tweet about it … or Digg It … or …
That’s You\textsuperscript{LN}—Raised to the Power of LexisNexis!

Your powers are formidable: You can discern essential information and make the right call. But every day you’re tested … challenged to do more in less time. Your colleagues arrived at the AALL Annual Meeting in Washington, D.C., last month ready to multiply their knowledge powers. More than 3,500 visits to LexisNexis booth stations later, they had learned a lot more about using LexisNexis\textsuperscript{®} Total Practice Solutions to their advantage.

Choose Your Products—and Amplify Your Insights!

Take a closer look at the LexisNexis Current Awareness products? Sure. Or review products in the development pipeline. Academic librarians could focus on their special information needs as well. Nearly 20 booth stations were available for librarians to browse—and try—LexisNexis products. You can still get the AALL exhibition experience. Just contact your LexisNexis Librarian Relations Consultant or LexisNexis account executive. They will review any resource shown at AALL.

Face Time with the LexisNexis CEO

LexisNexis CEO Michael Walsh came to the exhibit floor—to a special theater-style space next to LexisNexis Booth 722—to talk to your colleagues, to hear their ideas and to share his vision for the LexisNexis of the future. Other LexisNexis executives also spent theater time to discuss data security and to share how you can help lead a corporate responsibility initiative in your organization.
Reception at the World's Largest Library

The Library of Congress was the venue for the 2009 opening reception. Hundreds of your librarian colleagues sipped champagne cocktails and savored the desserts while renewing friendships and visiting the Great Hall exhibits, including a reproduction of Thomas Jefferson’s library and an up-close look at the Gutenberg Bible.

Uncle Sam Got Books!

LexisNexis and the Librarian Relations Group donated 164 books to the 2009 Social Responsibility SIS Children’s Book Drive, “Uncle Sam Wants Your Books!” Heather Hill Elementary School (Bowie, MD) received this year’s drive donations. Pictured: (Kneeling L – R) Lori Blair, LexisNexis Marketing Manager; Danielle Francis, LexisNexis Librarian Relations Consultant; Elizabeth Cavendish, LexisNexis Librarian Relations Consultant. (Standing L – R) Selene Edmunds, Director, LexisNexis Cares; Carol Barra, LexisNexis Senior Librarian Relations Consultant; Dianne Chambers, LexisNexis Librarian Relations Consultant; Rhonda Keaton, LexisNexis Librarian Relations Consultant; Gayle Lynn-Nelson, LexisNexis Senior Librarian Relations Consultant; Elizabeth Rector, LexisNexis Senior VP, Corporate Responsibility; Bridget MacMillan, LexisNexis Senior Librarian Relations Consultant; and Cindy Spohr, LexisNexis Library Relations Group Team Lead.
Dear Thrifty Searcher:

Thanks for pointing out the Retrieve State Legislative Impact link during your AALL presentation at the (LexisNexis) booth. I didn’t know you could get to (Legislative Impact) that way. What other tips can you pass along about using these sources?

Sincerely,
Legislative Researcher in Los Angeles

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Dear Legislative Researcher:

You can save countless research hours and get better legislative and regulatory intelligence with Legislative Impact® and Regulatory Impact®. And they’re not just for tracking a specific bill or reg change. The exclusive browsing tools and alert options—other online resources offer bulk data alone—make it efficient for you to:

Research Bills andRegs by Area of Law (Practice Area) or Title

No matter what area of law your patrons practice, you find relevant U.S. legislative or regulatory activity quickly and easily. And set an alert to stay updated.

For example, go to Legislative Impact & Regulatory Impact—it’s right on the main LEGAL tab menu under Legislation & Politics – U.S. & U.K.. Click continue, then:
1. Select Legislative Impact (Federal Reports)
2. Click U.S. Code and select a Title, e.g., 26 - Internal Revenue Code.
3. Click Find.

See all legislation that may impact that practice area for the last six months. Need more? You can adjust the time frame on your report. Or re-sort to see amendments by bill number, section or amending instruction. Click Save as Alert to repeat your search automatically.

Monitor a Federal or State Agency

Need to monitor a governmental agency that impacts your organization?

- Select Regulatory Impact (Federal Reports or State Reports).
- Choose a state. A list of state agencies displays. Select one. (For federal reports, browse and choose an agency.)
- Click Find.

Receive a report of all available proposed and final regulatory actions. Link easily to the text of the proposal or the regulatory code itself. Click Save as Alert to schedule an update.

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Find Affecting Language—with Only the U.S. Public Law Title

No citation needed! You just need a few words from the short title. For example:
1. Select Legislative Impact (Federal Reports).
2. Under Act Name, enter a few key words, e.g., ENTER: tarp
3. Click Find.
(Or just browse a list of act names.)

Check Recent Changes to Much More Than Bills and Regulations!

You can make your choice right from the search form! For example, when you select Legislative Impact (Federal Reports), you can also check for recent amendments to:
- U.S. Court Rules
- U.S. Constitution
- U.S. House and Senate Rules
- D.C. Code
- Harmonized Tariff Schedules

Select Legislative Impact (State Reports) and also research:
- Executive Orders
- Resolutions/Joint Resolutions
- Ballot Measures
(Even bill drafts in some states.)

Request an Impact Report During Your lexis.com Research

Looking at a bill, U.S. Public Law, statute, regulation, Federal Register notice, etc.? Just click the Retrieve Legislative Impact or Retrieve Regulatory Impact link at the top of the document. Easy!
Did You Know?
With Legislative Impact and Regulatory Impact You Can:

- **Retrieve Real-Time Analysis**
  Legislative Impact and Regulatory Impact create your report at the moment you request it, using continually updated information from the latest bills and resolutions.

- **Cover Federal and All 50 States**
  Count on complete coverage … federal and 50 states … legislation and regulations. And one search does the work for you. No multiple sources. No guesswork.

- **Research Without Boolean Logic**
  Select a jurisdiction and the specific search form you need displays automatically. No guessing the citation format. (Even select a Public Law name or agency, title and date range.)

- **Start Research Where You Choose**
  Start from the bill language and link directly to the impact report. Or begin with the code and see the impact tracking forward. Even begin with the Public Law and see it both ways, i.e., amendments it created as well as amending language since.

- **Customize, Sort—and Zero In!**
  Sort results tables to make the details you really need rise to the surface, e.g., see proposed changes organized by section or amending action. Then link directly to amending language. New language is highlighted in blue. Save the electronic text and/or PDF of your results.

- **Stay Updated Automatically**
  Set up an alert and track by agency, title, section or act. Get online and/or e-mail alerts daily— or as the amendments occur.

FYI FLASH

More Cellular Phone Numbers—56 Million—Now in Public Records

Tried the Alternate Phone Numbers\(^2\) source at the lexis.com PUBLIC RECORDS tab? Now there are **56 million new cellular phone numbers** to search, just added to the 100 million cellular, unpublished and other phone numbers already in the resource.

You'll also discover a **great new search price**: $5/search!

Cell phone use has reached a critical mass. In some states, researchers estimate that 25 percent of households rely on cell phones—without land lines. Even in households with traditional land lines, more people are using cell phones numbers as their primary contact number.

So finding and tracking hard-to-locate people via these numbers may be a good option. The Alternate Phone Number source gives you a variety of helpful information. Search results typically include:

- Name & address associated with a cellular or unpublished number;
- Phone numbers found;
- Information regarding carrier and location of service; and
- Indication if the number is possibly a cellular/unpublished number.

That means, even if no individual can be associated with a telephone number, the unique Alternate Phone Numbers source has the ability to identify a telephone number searched as either a cellular or unpublished number and label it.

Alternate Phone Numbers is on the lexis.com PUBLIC RECORDS tab under the Find a Phone Number heading. (Or select a state from the States Legal menu, then choose Public Records and Find a Phone Number.) Once you select the source, the displayed search form lets you search by name or phone number. You can add location information as well.

Tracking trends in cell phone usage? You can search LexisNexis News & Business Sources—and LexisNexis SmartIndexing Technology\(^2\) indexing terms to stay updated on the latest trends in wireless usage. For example:

**SOURCE:** Mega News, Most Recent Two Years

**ENTER:** TERMS(cellular telephones AND (trends or survey) AND residential telephone service)

\(^2\) The Alternate Phone Numbers source and Mega News, Most Recent Two Years source is not available to law-school subscribers.
Be Part of the Solution!
Point Out New Fee Modeling Resources
from LexisNexis

The Association of Corporate Counsel’s (ACC) 9th Annual Chief Legal Officer Survey included this vital question: What could outside counsel do to improve their existing relationship with you?

Alternative fee arrangements (AFAs) ranked high in the results, clearly delineating the need for more certainty in legal-service costs.

That’s not news to you. You’re right in the middle of the action, getting both sides of the story. You hear management discussing the various types of requests for fixed fees, volume discounts, blended rates, etc. The wrong pricing formula could mean financial disaster.

And you hear practice-area heads and/or staff attorneys talking about business objectives that call for getting business in the door quickly. Who wants to delay the process while management and pundits work on formula—and competitors are courting potential clients?

The news is: You can participate in this discussion. You can offer helpful insights into resources that answer the need for accurate and timely fee information.

The new Redwood Analytics® Planning Application from LexisNexis is one of the first products in the legal industry that can connect day-to-day matter management with increasing client demand for alternative billing arrangements. It allows law firms to understand the economics of certain staffing and pricing decisions by helping management model prior performance on similar types of matters.

This is much more than a rudimentary spreadsheet. The Web-based Planning Application allows law firms to model various AFAs, using links to easily pull in staffing and pricing data to discern the ultimate impact on profitability. Develop models using discounting, fixed fees, blended rate and volume discounts. Model various scenarios—side by side, even comparing scenarios—adjusting performance on-the-fly through changes to staffing and pricing. Even plan by matter phase (e.g., discovery, pretrial, summary judgment, etc.).

Data is refreshed into the models nightly so scenarios stay timely.

Plus, in order to drive performance, once a client agreement has been reached, management can go back to the model, add actual values and compare the actual to the plan, thus establishing accountability and track record.

And, once models are established, the historical insights can be applied to a current client—or used as a starting point when trying to win new business. (You can also save various planning scenarios and templates for later use.)


Need to educate yourself more on various AFAs? Check out this handout from a recent Legal Marketing Association conference posted to the ABA Web site. http://www.abanet.org/careercounsel/billable/toolkit/altfeeslmahandouts.pdf