

INSIGHT LEGAL
SOFTWARE

ANOTHER CHRISTMAS CAROL



Ebenezer Scrooge and the Practice Management Software

CHAPTER ONE: THE SPIRIT OF INSIGHT



It was five minutes to midnight on December 24th, and Ebenezer Scrooge was sitting up in bed. He was excited for Christmas, just like he had been every year since those spirits had first visited. He couldn't sleep – not just because he couldn't wait for Christmas dinner with the Cratchits, but also because he couldn't stop thinking about his law firm, Scrooge & Scrooge (which he'd founded with his nephew Fred).

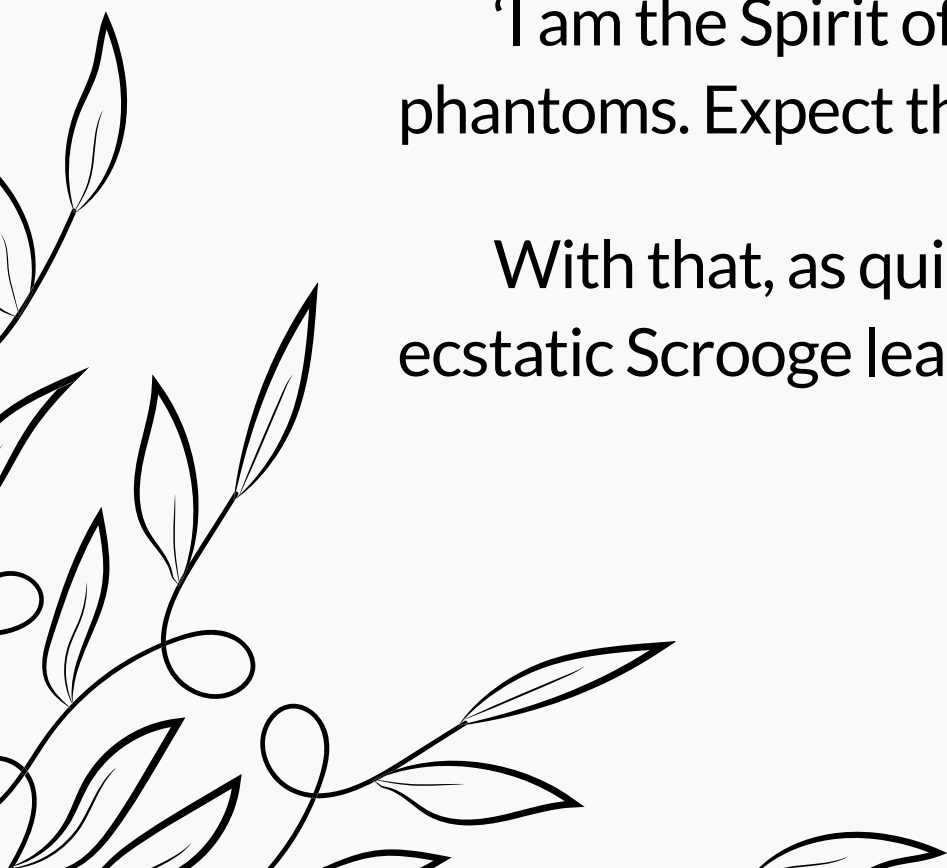
The practice was going from strength to strength, but still, something wasn't quite right. They weren't realising their full potential, and neither the elder nor the younger Scrooge could put a finger on why. Scrooge looked at the clock.

'Nearly midnight,' he said to himself. 'I'd love another visit from the ghosts. They always could show me the answers.'

As the clock struck twelve, Scrooge waited and hoped. Nothing. He was about to turn over and try to sleep when the room suddenly filled with light. As Scrooge squinted and the light began to fade, he saw that standing before him, glowing, was a blue ghost made of pixels and numbers. The ghost spoke softly,

'I am the Spirit of Insight. Tonight, you will be visited by three phantoms. Expect the first when the clock strikes one.'

With that, as quickly as it had appeared, the ghost faded. The ecstatic Scrooge leapt out of bed and rushed to find his laptop charger.



CHAPTER TWO: THE GHOST OF LAW FIRMS PAST



Scrooge sat eagerly on the edge of his bed. As the clock struck one, blinding light shone out of the laptop screen, and out flew a familiar, childlike phantom.

‘The Ghost of Christmas Past!’ shouted Scrooge warmly. ‘I’ve moved roles since last time,’ said the spirit, ‘I am The Ghost of Law Firms Past.’

Scrooge was embarrassed he hadn’t seen the announcement on LinkedIn. He was about to congratulate the phantom when it held out a tiny hand. Scrooge took it by the dainty fingers, and instantly they were transported to an office. Scrooge saw a young man carrying a tower of files. He barely saw the lad’s face over the stack, but recognised him instantly. ‘Spirit! It’s me as a young man! This is the office of Witkiss & Fezziwig. I was a trainee here. Why, there’s Mr Fezziwig himself! But why is he so glum?’

Indeed, the usually jovial Fezziwig was slumped in his chair, staring vacantly through bloodshot eyes. Young Scrooge and the frantic associates rushed about in a desperate search through papers.

Scrooge looked up at the phantom. The ghost spoke quietly, ‘The firm has submitted all of its VAT returns incorrectly. They’re trying to find the documentation to become compliant. I do not think they will succeed.’

‘But what will happen, Spirit? They won’t be fined, surely?’ The phantom only held out its hand. Scrooge took it solemnly, and he was back in his bedroom.



CHAPTER THREE: THE GHOST OF LAW FIRMS PRESENT



he image of the despondent Fezziwig haunted Scrooge, but he was snatched from his melancholy when the clock struck two and a jolly voice called, 'Come in, and know me better, man!'

Scrooge looked down at the screen, and there on a video call was a smiling, bearded ghost. Scrooge felt himself being sucked into the computer, and he landed queasily on a pavement, next to the phantom. 'I am The Ghost of Law Firms Present. A pleasure to work with you again.' The ghost gestured to a window, through which Scrooge saw the home of his senior associate Bob Cratchit. Four of the family were there – Mrs. Cratchit, their eldest Peter, and daughters Martha and Belinda.

'Mother,' said Belinda, 'When will Papa and Tiny Tim be home? It's night-time and we haven't hung our stockings.' 'Will Papa even be home for Christmas?' asked Belinda.

'This is the worst Christmas since Lockdown,' grumbled Peter. 'Why can't Papa work from home?' 'Now, children,' said Mrs Cratchit. 'You know what it's like running a law firm since the Great Resignation, and they simply don't have the tools for effective remote working. Tim had to go with Papa because they needed all the help he could get. I'm sure they'll be home by bedtime.'

Scrooge turned to the ghost, 'He will be home, won't he spirit?' The phantom smiled kindly but sadly. He placed an arm around Scrooge's shoulders, and Scrooge was home.



CHAPTER FOUR: THE GHOST OF LAW FIRMS YET TO COME



As the clock struck three, Scrooge was typing a long 'thank you' email to his staff. He looked up, and standing before him was a tall, hooded ghost. Scrooge slowly closed his computer.

'I am in the presence of The Ghost of Law Firms Yet To Come?' he asked. The phantom nodded. 'Lead on!' said Scrooge. 'The night is waning fast, and it is precious time.'

The ghost clicked its bony fingers, and they were in the offices of Scrooge & Scrooge. Scrooge was hit with a wall of laughter and cheers, and he looked around to see himself and Fred standing before a small crowd. The office was decorated for Christmas, desks were covered in mince pies, and several colleagues were wearing tinsel scarves.

The elder Scrooge raised a glass and spoke. 'And following a seamless data migration, I'm glad to say we've integrated all case management, time recording, compliance, accounts, and client communications through the Insight Legal platform. I know we've been short-handed recently, but I've already had several of you tell me how much easier you've been finding work. I know Leanne and Samira are sleeping easier too.'

The two compliance officers raised their glasses and smiled broadly. Scrooge continued, 'Here's to more of the same next year. Merry Christmas!' 'Merry Christmas!' chorused the team.

'Is that it, spirit?' Asked Scrooge, 'Is that what we're missing? This platform?' The ghost nodded and clicked.



CHAPTER FIVE: CHRISTMAS DAY



Scrooge awoke, ran to the window, and threw it open. 'What's today?' cried Scrooge, calling down to a boy in the street. 'Today?' replied the boy. 'Why, Christmas Day.'

'Christmas Day,' said Scrooge to himself. He called down to the boy again, 'Do you know Insight Legal?' 'I should hope I did,' replied the lad, 'Over a thousand firms use them.'

'Here,' said Scrooge, tossing down his business card, 'Run straight there and tell them the firm of Scrooge & Scrooge needs their platform without delay.'

'I don't suppose they'll be open on Christmas Day, Sir, but I imagine you could **book a demo** through their website,' said the lad, with a hyperlink in his voice.

'An intelligent boy!' said Scrooge, 'A remarkable boy. Do you know the Poulterer's on the next street but one? Go and buy the prize Turkey and I'll give you a shilling. Come back in less than five minutes and I'll give you half a crown!'

That afternoon, with a demo in his diary and a turkey in his arms, Scrooge knocked on the Cratchits' door. When his associate opened the door, Scrooge clapped him on the shoulder and said, 'A merry Christmas, Bob! We're never going to struggle with staffing again, there'll never be another compliance scare, and remote work is going to be easy from now on.'

So, as Tiny Tim observed, God bless us, every one.



'With Insight Legal, we've noticed a transformative change in productivity across the firm. Its ability to improve file organisation from a centralised system has dramatically reduced the time spent checking matters, managing ledgers, and digging out files, freeing up time for staff to concentrate on value-added case work. The user-friendly system makes saving and categorising documents simple.'

'Insight Legal Software is an excellent software for legal accounts. It's easy to use, and produces all the reports required by SRA. I have been doing legal accounts for 25 years and have used a number of different software before, Insight Legal is by far the best.'

'Having first-hand experience of several legal software systems, Insight Legal is my favourite. I would have no hesitation in recommending it. I find the financial accounting & reporting functions second to none, and support, when needed, is excellent.'



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