

**Script:**

**Hi, my name's Elizabeth. I'm building a website platform for law firms and their clients. Is there someone who has a couple minutes to answer a few questions related to virtual interactions with clients and legal document storage?**

**Questions:**

1. If a large amount of business suddenly existed in clients coming to your firm via a mobile app as opposed to walking through the door or calling, how likely would your firm be in signing up to connect with these clients?
  - Are there any issues you immediately see in doing this?
2. If you were promised free cloud storage through this app for your client's legal documents, how likely would your firm be in signing up?
  - Would this save your firm money?
3. What inconveniences at your law firm would you like someone to solve?
  - This could relate to any problems that exist related to your firm losing money, in unpaid interactions with clients or in anything else that comes to mind.
4. What software does the law firm you work for use to store client's legal documents?
  - Are clients able to login and view their documents virtually?
  - Do you know the names of any other popular document storage software brands you have heard of other firms using?
5. What do you think would help save the law firm you work for more money and time?
6. Are there any virtual services your firm offers such as interacting via phone, video calls or texting?
  - Do you believe more and more clients will desire the ability to interact with attorneys virtually, especially younger generations?