



The Perfect Match

Why Real Estate
Lawyers use Clarilis



www.clarilis.com



Real Estate Documents + Clarilis Automation = The Perfect Match

On the one hand you have comprehensive suites of real estate documents with thousands of ‘moving parts’, and on the other you have the Clarilis automation system, built to tackle complexity. Put the two together and that’s what we call the perfect match.

Clarilis is an intelligent drafting platform designed to take away the tedium of routine and mechanical drafting, combined with our managed service, that is entirely focused on delivering outcomes. Our lawyers, who average over 15 years’ PQE, lead the team that designs, builds, tests, delivers and maintains the automation for you.

Law firms using Clarilis create high quality first drafts of commercial leases and all associated documents in minutes.



Are you curious how Clarilis automation can help your real estate practice?

Book an informal chat with our team.

[Book a chat](#)



Examples of real estate documents we automate on the Clarilis platform:

- Agreements for lease
- Leases (whole or part, various property types and client specific versions)
- Rent Deposit Deeds
- Documents for the exclusion of security of tenure
- Licences for assignment / change of use / underletting / alterations / occupation
- Surrender documents
- Ancillary letters (rent authority instructions / early access)
- Deeds of assignment of arrears / rent deposits / claims / service contracts
- Sale and purchase contracts
- Reports on title
- Transfers
- Option agreements

Introducing our pre-automated Model Commercial Lease (“MCL”) suite of leases and associated documents

Our automated drafting is proven to increase speed of producing the first draft, lower costs and mitigate risk in the drafting process. But not all law firms have the template documents or resources for a full-scale, customised Clarilis project.

We have pre-automated the 19 standardised MCL commercial leases and associated documents to create an off-the-shelf solution, readily accessible to real estate teams of all sizes.



Is it time to change the way you draft?

Working in a fiercely competitive commercial real estate legal market is a real challenge. Matters are often delivered on a fixed cost and margins can be tight. Scaling up capacity in busy times and adapting to downturns can be problematic and client expectations in all markets conditions are sky high.

Clarilis' platform and team can help. By streamlining the process of drafting documents, law firms are tackling key market challenges:

- **Improving margins and increasing capacity**
- **Supporting the growth of hybrid working**
- **Attracting and retaining talent during the Great Resignation**
- **Raising team performance across the three ESG pillars**

Let's take each of these challenges and explain how Clarilis can help...



Increased capacity and margins

Real estate teams are under pressure to do more with the same resources. By enabling lawyers to draft agreements **90%** faster and cutting review time by typically **50%**, the Clarilis document automation solution helps put capacity back into overstretched teams, without the need to recruit.

These efficiencies also help firms increase margin and recovery rates where matters are charged on a AFA / fixed fee basis.

How Clarilis drives up margin and capacity

Accelerating document turnaround time

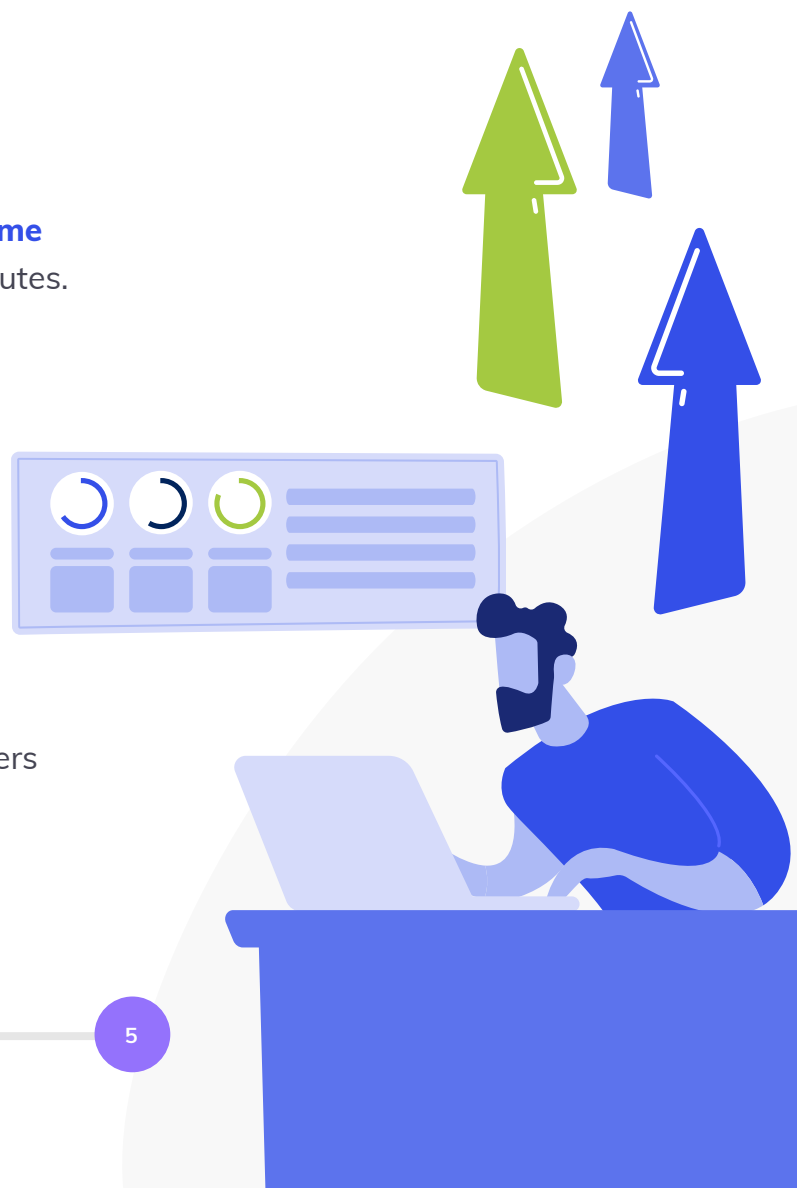
Reduce drafting time from hours to minutes.

Realising billable time

Releasing senior lawyers to undertake higher value and more profitable activities, therefore increasing margins and recovery rates on fixed / capped fees.

Risk-mitigated delegation

Delegate more drafting to junior members of the team without increasing risk.



Speeding up turnaround times



“Whether it’s leases, sale and purchase agreements or property management – there are lot of **standard or standardised template documents** in real estate work. And let’s be honest, creating first drafts **isn’t where a lawyer adds value** to a transaction. Filling in a Clarilis questionnaire takes about **15 minutes**. From this, we typically get an **80%-ready** first draft.”

Marcos Toffanello
Head of Knowledge Management | Birketts

Liberating lawyers from the mundane



“We want our lawyers to **focus on providing the creative legal solutions** that clients come to us for. What we don’t want is for them to be **rushing to complete complex tasks** because of the time taken producing a first draft document. Or to be constantly busy doing **administrative tasks** rather than actually getting to **flex their legal brains.**”

Miri Stickland
Knowledge Development Lawyer | Forsters

Using automation to enable delegation



“We’ve increased the **number of prompts for help and guidance** in our Clarilis questionnaire, so people know what questions to ask. And by guiding them to answers, they can generate a **really good quality first draft** document.”

Sarah Faull
Knowledge Counsel | Travers Smith



Supporting hybrid working

In recent years, the workplace has changed beyond all recognition and a full-time return to the office is looking increasingly unlikely. Lockdowns showed us there's more to supporting remote working than using Microsoft Teams and DocuSign. So, with more lawyers, including those in real estate, opting for the flexibility of partial remote working, law firms are turning to technology, such as document automation, to create resilient ways to enable teamworking across multiple locations.

How Clarilis automations support hybrid working

Built-in controls and guidance

The Clarilis platform has built-in drafting notes and guidance to help junior lawyers working remotely to fine-tune their drafting proficiency.

Central access to the latest precedents

A single point of access for all lawyers to the most recent versions of precedents, wherever they're working to remove risk and ensure consistency.

Supporting remote supervision

Matter summaries make it easier for supervisors to check the transaction structure remotely before drafts are produced.



Using automation to de-risk remote drafting



“People **aren’t always working in an office**, and this means they can’t consult their supervisor in the same way they would’ve done in the past. This brings an **increased risk of mistakes** not being picked up. But what we can do to prevent this is to de-risk documents by using automation to constrain the way they’re produced in the first place.”

Marcos Toffanello | Head of Knowledge Management | Birketts

Making the right knowledge easily accessible, from anywhere



“The challenge is having the **knowledge resources in place** so people can find answers to the questions that perhaps they might have turned to their **roommate or desk-mate** for. Automation has been very beneficial from the **supervision** side of things – we know people are using the right thing rather than a pet precedent they’ve found on the document management system.”

Sarah Faull | Knowledge Counsel | Travers Smith

Building support & supervision into automations



“We’ve **embedded learning into our Clarilis** automations so they provide prompts and advice to lawyers. This assists them with making the **correct drafting choices** for specific transactional requirements. It provides learning **at the right time.**”

Miri Stickland
Knowledge Development Lawyer | Forsters



Counteracting the Great Resignation

The trend for lawyers, particularly those with 1-6 years PQE, to voluntarily leave their jobs continues (the 'Great Resignation'). At the same time, some law firms are struggling to resource an upsurge in real estate market activity. This is fueling fierce competition for real estate legal talent. Automation can have a compelling sway on the career considerations of today's tech-savvy generation of real estate lawyers, as well as providing vital support when integrating new talent into teams.

How Clarilis automations support talent attraction & retention

An investment in lawyer well-being

Automation has a positive impact on easing lawyer workload and supporting the pursuit of work-life balance.

Releasing lawyers to focus on higher value work

Clarilis allows lawyers to focus less on routine drafting and more on using their lawyerly brains.

Swifter onboarding for new talent

Clarilis automation supports new joiners as they adapt to their new firm's ways of drafting.



Talent retention is a pressing issue

“We’re seeing lots of statistics at the moment, some quite stark, about the **rising issue of talent retention**. Just this year, the International Bar Association issued a survey that suggests that **more than half of young lawyers are looking to leave** their jobs within the next five years.”

Charlotte Dwight
Innovation PSL | Clarilis

Aiding the onboarding process



“With the pressure of the **volume of work**, there’s naturally an inclination to turn people around from **new joiner** to useful team member pretty much instantly. We’re having to be more creative in terms of the resources we’re using, to **give fee earners access to the information they need** at the point at which they need it.”

Miri Stickland
Knowledge Development Lawyer | Forsters

Enhancing the lawyer experience

“Drafting reports on title was my **least favourite part** of being a property lawyer. I **wish** the automation option had been available to me – I think it would have made a **massive difference to my life** when I was working on transactions.”

Ruth Morris
Innovation PSL | Clarilis



Raised ESG performance

Environmental, social and governance (ESG) issues are occupying more and more of the time and brain space of everyone connected to the real estate industry. So, it's hardly surprising that the pressure to transition to more sustainable practices is also spilling over into the property practices of law firms too. With major commitments being made in boardrooms when it comes to ESG, firms are turning to disruptive technology, such as Clarilis, to drive forward sustainable change.

How Clarilis automations support more sustainable practices

Positive cultural changes

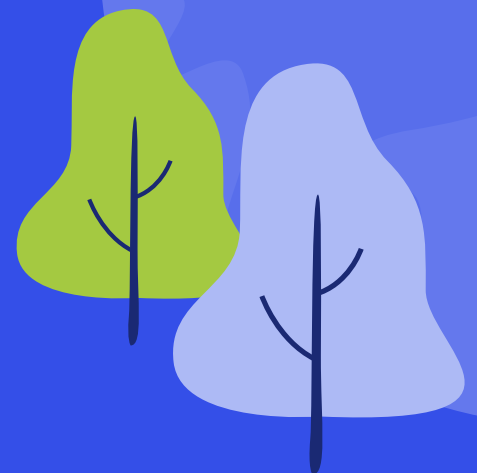
A positive step towards tackling the damaging long-hours culture associated with real estate law.

Tightening drafting processes

Automation makes drafting watertight, raising the quality and consistency of outputs and reducing the risk of error.

Reduce printing and paper mark ups

Lawyers no longer need to print out lengthy real estate documents to mark up and amend.



ESG impacts the entire real estate industry



“ESG has been a **huge growth topic** over the past few years. We’ve had clients asking with help reviewing their leasehold portfolios for **sustainable clauses** and it’s something we’ve been looking at a lot at firm level as well in terms of our **own ESG credentials.**”

Sarah Faul
Knowledge Counsel | Travers Smith

Sustainability is rising up the agenda



“There’s a **genuine recognition** of the importance of ESG. You’ve only got to look at the **regulatory framework** and the path to **net zero** strategies laid out by the Government - it’s genuinely **high up on the agenda** and I think that is only going to become more the case.”

Miri Stickland
Knowledge Development Lawyer | Forsters

A double-edged issue for legal advisors

“ESG is a **hot topic** at the moment and law firms are taking a **double hit**. Not only do they need to work to improve their **own** ESG credentials but also work with their **clients** achieve their ESG objectives.”

Charlotte Dwight
Innovation PSL | Clarilis



Takeaways: The core benefits of Clarilis to real estate practices



Accelerating document drafting times to **increase capacity**



Optimising **efficiency**, to improve **margins** on fixed / capped fee work



Releasing senior lawyers' **time** to allow **greater focus** on more profitable activities



Supporting **remote supervision** and mentoring by facilitating new ways of sharing knowledge



Reducing workload to alleviate lawyer **burn-out**



Risk mitigated **delegation** of drafting to junior lawyers



Raising **ESG** performance



Providing a framework to enhance **quality** and **consistency** of drafting



Contributing to **recruitment** and **retention** strategies

Could Clarilis be the perfect match for your team?

The real estate legal landscape is transforming. And the lawyers thriving in this new environment are those injecting innovation into how they work.

At Clarilis, we want to help more real estate practices to use legal technology to drive forward change and confront the concerns the property industry is facing.

Find out how we could support your future...

[Book a demo](#)

