

Scenarios for the legal and fiduciary professions

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The professional services of Zug, including law firms, fiduciaries, auditors and tax advisers, depend on the international companies and wealthy residents they serve. In the adaptive hub, they grow with their clients and develop new specialities in areas such as tokenisation, sanctions compliance and sustainability reporting. In the fortress, demand for sanctions, compliance and dispute resolution rises, while demand for traditional structuring declines. In the retreat and the squeeze, the professions shrink with their clients, with some firms moving their international practices to other jurisdictions.

Technological change adds a further dimension, since artificial intelligence will automate many of the tasks that junior lawyers, fiduciaries and accountants perform today, such as document review, due diligence and the preparation of standard documents. The professions will need fewer people for routine work and more for complex advice, negotiation and judgement. For advisers in Zug, the combination of legal expertise, international experience, language skills and technological competence will define success in 2035. The advisers who act as "advisers to the advisers", bringing specialised knowledge to other professionals, may find their role growing as the complexity of the international rules increases.

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