

## **The Cost of Planning**

What is this going to cost me? This is a question we invite at the beginning of a new case because we want to be up-front, have no surprises and ensure the representation is a good fit. Here's our philosophy and approach.

Every case is different, but whenever possible, we try to determine a flat fee for the requested services rather than billing for time spent, which most clients dislike due to its uncertainty. Flat fees can help get the money issue out of the way and it encourages communication between the client and the firm since clients don't need to be concerned about the meter running whenever they call us. But we are always open to discussing alternate billing arrangements if the client prefers.

We arrive at a flat fee based on the case complexity, an estimate of the amount of time it will take and the anticipated value provided. Value is measured both in terms of the financial benefits, as well as the equally important, non-monetary priorities of the client. Complexity is factored as we are constantly creating and fine-tuning documents and strategies.

Though we generally find our fees well within industry standards, we don't compete with other attorneys or firms on price because doing so would in most cases require substandard work or service to make lower prices economically feasible. The case is only successful if the client is fully satisfied when the matter is complete. Charging an unreasonably low fee just to get a client to initially engage a firm is likely to lead to cutting corners and substandard work.

When considering whether to move ahead and hire us or any other firm it's always important to consider the cost of not planning or working with professionals with whom you are not comfortable or in whom you are not confident.