

Alternate Fee Arrangements



Alternate Fee Arrangements ("AFAs") include flat-fee billing practices, subscription-based services and other methods of managing the costs of legal services. Employed in connection with an unbundled approach to legal services, AFAs have a variety of benefits for individual and commercial clients.

Benefits of AFAs:

Costs are more predictable

Costs reflect value, not only time

Costs are controlled by client

Simplicity for clients

Can be used at the client's pace

Greater affordability

78%

of consumers say that lawyers should adopt pricing and payment models to make legal services more affordable.

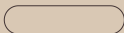
AFAs contrast with the traditional billable hour model commonly used by law firms, which are based on the number of productive hours spent working on a client's matter.

AFAs are divorced from the billable hour and are instead tied to the engagement's value. They are often referred to as "value-based fees".

Clients benefit from the simplicity brought about by Limited Scope Retainer Agreements which specify in detail the work to be performed.



Types of Legal Services using AFAs



Contract negotiation, review and drafting services

Corporate law services including the preparation and filing of corporate documents and government registrations

Legal representation in stages and on an as-needed basis

Preparation of testamentary documents such as Wills and Powers of Attorney

Subscription-based support for commercial clients who require periodic advice and contract management services



Contact MH Law to learn more about
AFAs and to discuss custom-tailored
legal service options