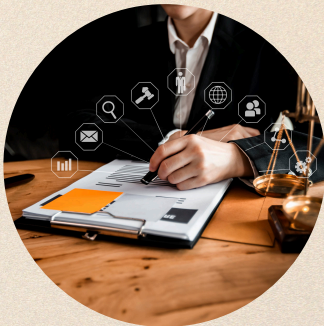


UNBUNDLED LEGAL SERVICES



What are Unbundled Legal Services?

- Unbundled services are also known as Limited Scope Legal Services and/or Flat-Fee Legal Services.
- An attorney-client relationship in which the client is in charge of selecting one or several discrete lawyering tasks contained within the traditional, full service legal services package.
- With unbundling, the lawyer and the client work together to allocate the division of tasks. This allocation depends both on the demands of the particular case and the individual needs of the client.
- They represent a fundamental change in the market for legal services, wherein clients possess a greater understanding of the law (due to the breadth of the Internet & the Information Age) and a greater capacity to perform some legal tasks on their own without a lawyer.

UNBUNDLED LEGAL SERVICES



What are some examples of unbundled legal services?

- A lawyer is retained for a specific aspect of a client's legal matter and is tasked only with:

- Performing Legal Research;

- Drafting legal documents, court materials and correspondence;

- Assisting the client with negotiating and resolving a dispute;

- Advising the client on legal rules, principles and concepts relevant to their case;

- Providing clients with second opinions on various aspects of a matter, and

- Reviewing documents drafted by the client in anticipation of litigation.

How can clients benefit from unbundled/flat-fee legal services?

- Traditional financial barriers to legal services are reduced through the elimination of large up-front retainer fees;
- Clients are empowered and have greater control over their files and are "in charge of the process".

UNBUNDLED LEGAL SERVICES



- The traditional imbalance of power between the lawyer and client is reduced through a mutual agreement limiting the lawyer's involvement in a particular matter. Limited Scope Retainers help clients maintain control over the amount of time billed by the lawyer.
- The use of flat-fee services allows for greater affordability and greater predictability when it comes to legal fees and costs. The use of "pay as you go" billing practices greatly reduces client anxiety concerning the financial costs of working with a lawyer.

How does a Limited Scope Retainer work in practice?

- 1. The lawyer offers a range of service options;*
- 2. The client sets a budget and selects which services the lawyer will perform;*
- 3. Client negotiates terms of payment – per task or with a set fee;*
- 4. Client and lawyer agree as to which of them will be responsible for overall strategy and case management, and*
- 5. Client and lawyer work together, sharing in decision making with the aim of meeting the client's objectives.*