

WHAT'S THIS MEAN FOR THE ATTORNEY'S BOTTOM LINE

- Failing to listen and explore every aspect of a client's life and concerns is costing everyone;
- If its important, most clients will strive to solve it;
- Build the trust you deserve to have the guts to ask for big money \$\$\$\$.
- You do not have to be an expert in an area of law to solve a small problem
 - Value your time for actual work
 - Seek help or referral networks for particular problems
- Stop overvaluing your time in initial interviews
 - Really figure out where your client can be helped