# **Legal Billing**

J. Harris Morgan, Jay G. Foonberg

Time and Billing Toolbox for the Legal Profession Jeanine M. O'connell,2012-12-13 BEST workbook for learning the time and billing skill every lawyer and paralegal needs in order to turn their work into money! Concise, clear explanations on the billing process for the legal professional. Covers basics of tracking and writing time descriptions for bills to full billing process, building on knowledge step-by-step. Builds billing process by setup decisions, reports, bookkeeping needs, to evaluating clients, firm policies, and providing a process for collecting past due amounts prior to sending to a collection agency. Includes forms. Everything from beginning to end of the billing cycle for your law firm, and a great starting point for training. You will keep this book the rest of your career and refer to it often, especially if you like getting your bills out the door and receivables collected.

Winning Alternatives to the Billable Hour James A. Calloway, 2002 This practical book details the economic and client service advantages of alternative law firm billing methods, the various billing methods currently available and how to select and implement the right alernative billing method for law firms of all sizes.

Hacking Billable Hours Elizabeth Miller,2022-02-26 Billing is an essential aspect of running a successful law practice. It is how your law firm gets paid for its work, takes care of overhead bills, pays employees, and how you

compensate yourself. If done incorrectly, your billing practices can threaten the very existence of your firm. Tracking and billing time to clients whether it is hourly, flat fee, value or some hybrid thereof - is an important part of working in a law firm. Even in a contingency case you need to make sure your firm is reimbursed for costs. Too often over the years, I have heard the excuses from attorneys about why they have not done their billing. Usually, the excuse is I am too busy - I will get to it when I can. Bluntly put, that is a poor excuse. If your firm is that busy, outsource your billing. The benefits of outsourcing your billing work and getting paid regularly will far outweigh the cost of outsourcing. My attorney/clients have a less than 5% AR. This book was written to help attorneys understand that billing needs to be a regular part of the process of handling a client's case. This will result in being timely paid for your work, and as I like to put it, not get stuck holding the money bag. The billing guidelines will enable attorneys to bill their clients every 30 days, reconcile their trust accounts on a regular basis and keep the cash flow coming in on a regular hasis.

**Churn That Bill, Baby...** Charlie C. H. Lee, Heidi K. Brown, 2014-10-15 A study of the trend of lawyer overbilling in the legal industry, and a proposed technological solution.

**The Honest Hour** William G. Ross, 1996 In The Honest Hour, Ross explains how to formulate ethical standards for time-based billing. Tapping a broad range

of sources, including judicial opinions, rules of professional conduct, the recent ABA opinion on hourly billing, fee agreements, bar journals, law reviews, personal interviews, and nationwide surveys of hundreds of private practitioners, and an inside counsel that he conducted in 1991 and from 1994 to 1995, Ross shows how members of the business and legal communities view the propriety of various billing practices. Ross also evaluates the magnitude of unethical billing, drawing on his surveys, the experiences of legal audit firms, and anecdotes. Although he concludes that overbilling is widespread, he contends that most attorneys try to bill their clients ethically and that much overbilling is the result of excessive zeal rather than fraud. He also explains how clarification and reform of billing practices could help to improve the public image of attorneys and stimulate greater public service by lawyers. The Honest Hour discusses how attorneys and their clients can work together to develop fee agreements that will permit attorneys to spend enough time to produce quality work, while guarding against practices that exploit clients. The book also covers the merits and disadvantages of various alternatives of hourly billing and the reactions of clients and lawyers to their experiences with such alternatives. The book is intriguing and provocative... [It] is intended as a text for professional responsibility classes and law practicums where it can serve as an excellent resource for initiating discussions. Managing partners, in-house counsel, legal auditors, and corporate clients also will find this book useful when examining billing

practices and alternatives. -- Legal Information ALERT You have the leading academic expert in the country on this subject in Bill Ross - he is really in the forefront. Bill's surveys are right on. Everything I've seen since I started back in 1987 says they're about right. -- James Schratz, Schratz and Associates in The Birmingham News

Legal Fees John W. Toothman, William G. Ross, 2003 Legal Fees: Law & Management is a comprehensive reference for lawyers, businesses, government agencies, academics, and judges. In the first half of the book, Toothman and Ross summarize the law of legal fees, including the lawyer-client relationship, improper billing practices, fee collection issues, fee shifting, and contingent fees. The second half provides practical advice for managing legal fees, including selection of counsel, retention agreements, budgeting, fee dispute resolution, and bill auditing. Beyond its explicit billing-related guidance, Legal Fees offers law firm readers valuable insights into the comparative value of various practitioner activities from the client's perspective. By helping lawyers empathize more deeply with client needs, the book should help avert many of the ethical missteps that complex professional rules were intended to restrain... an analytically impressive yet highly readable new book. -- Accounting and Financial Planning for Law Firms, July 2003

**Double Billing** Cameron Stracher,1999-10-20 By turns hilarious and horrifying, Double Billing is a clever and sobering expose of the legal

profession. Writing with wit and wisdom, Cameron Stracher describes the grueling rite of passage of an associate at a major New York law firm. As Stracher describes, Harvard Law School may have taught him to think like a lawver, but it was his experience as an associate that taught him to behave-or misbehave--like one. Double Billing is a biting glimpse into the world of corporate law from the perspective of the low man on the totem pole. In Double Billing, Cameron Stracher reveals a shocking nonfiction account of the ordeal of a young associate at a major Wall Street law firm. Fresh out of Harvard Law School, Stracher landed a coveted position at a high-powered corporate law firm and thus began his grueling years as an associate, a dreaded rite of passage for every young attorney. Only about five percent survive long enough to achieve the Holy Grail of partnership in the firm. As the author vividly describes, law school may teach you how to think like a lawver, but it's being an associate that teaches you how to behave like one. Or misbehave. Stracher doesn't mince words about the duplicitous behavior and flagrant practices of many lawyers in his firm, which is one of the premier partnerships in America. In a stylish and witty manner that has earned him comparison to an early Philip Roth, Stracher does for the legal profession what Michael Lewis's Liars' Poker did for the financial industry. The result is a tell-all glimpse into the cutthroat world of corporate law from the perspective of the low man on the totem pole. In Double Billing, Cameron Stracher reveals a shocking nonfiction account of the ordeal of a young

associate at a major Wall Street law firm. Fresh out of Harvard Law School, Stracher landed a coveted position at a high-powered corporate law firm and thus began his grueling years as an associate, a dreaded rite of passage for every young attorney. Only about five percent survive long enough to achieve the Holy Grail of partnership in the firm. As the author vividly describes, law school may teach you how to think like a lawyer, but it's being an associate that teaches you how to behave like one. Or misbehave. Stracher doesn't mince words about the duplicitous behavior and flagrant practices of many lawyers in his firm, which is one of the premier partnerships in America. In a stylish and witty manner that has earned him comparison to an early Philip Roth, Stracher does for the legal profession what Michael Lewis's Liars' Poker did for the financial industry. The result is a tell-all glimpse into the cutthroat world of corporate law from the perspective of the low man on the totem pole.

Model Terms of Engagement ,1993

Fair Deal for All Clients Gerald F. Phillips, 2013 The legal profession is in crisis and respect for lawyers seems everywhere in decline This is largely due to how lawyers bill their clients and lawyers' denial that improper billing practices are causing the destruction of the profession. Fair Deal for All Clients is dedicated to improving the image of lawyers by educating the public about how lawyers bill clients and by convincing lawyers that their billing practices are harming the profession. This book gives concrete

suggestions on making clients more knowledgeable about billing practices. teaching lawyers to recognize improper billing practices, and having bar associations provide ethical quidelines to ensure that billing statements are honest. Every client and potential client should read this book to learn how to negotiate fair retainer agreements to protect themselves from unreasonable billing. Every lawyer and law student should read this book so that they can contribute to preserving the legal profession through proper hourly billing practices. Fair Deal has numerous practical suggestions for attorneys determined to bill fairly and to be paid for their work. Indeed, the book''s target audience is not limited to lawyers but also includes clients, law students, and the general public. -- Richard S. Amador, California Lawyer Gerry Phillips has provided the legal profession a comprehensive and much needed ethical perspective for twenty-first century practitioners. The moral obligations of the legal profession are clearly articulated in a forthright manner that will inspire those coming into the profession and reignite a sense of purpose for those who have established themselves as members of the legal community. This is a book that should be on every legal professional''s bookshelf! -- Aine Donovan, Director of the Ethics Institute at Dartmouth College Gerald Phillips has done the legal profession a great service by digging deep into that most troubling of day-to-day issues: billing clients. His book [...] is a must read for all who practice law, and especially for those responsible for teaching how to bill, whether in law schools or firms.

He teaches how to both protect oneself as well as how to be fair to clients. His many years of experience and intense, long-term interest in this subject has enabled him to collect in one place all you could ever want to know about this troubling and crucially important subject. -- Abraham D. Sofaer, Stanford University (USDJ, SDNY, 1979-85) Gerry Phillips aptly discusses the crime of bill padding that runs rampant in our industry. Our future, as ''holders of the public trust'' means we need to do something about it...now! ...[This ] book provides us with a fascinating look inside what is happening behind the scenes, and the ugly story that is improper client billing by attorneys. He also gives us a good sit-down, talking-to, about why it has to stop. -- Mary Culbert, Loyola Law School Los Angeles ...Fair Deal for All Clients: How to Rekindle Pride in the Legal Profession addresses an extremely important issue in the modern practice of law. The billing practices of lawyers have important implications relating to client relationships, integrity of the profession, ethical conduct, and a host of related issues. The many topics covered in this book are good guidelines for lawyers at all stages in their careers and in all kinds of law-related employment situations. I applaud Gerald Phillips for undertaking this timely and very helpful description of the many considerations involved in legal billing practices. -- Deanell Reece Tacha, Duane & Kelly Roberts Dean, Pepperdine University School of Law In this important and timely book, Mr. Phillips provides a wealth of highly practical suggestions to help attorneys bill

their clients in a fair and ethical manner. The book is much more than a useful roadmap for billing procedures, however, for it explains how unethical billing has eroded respect for the bar and it admonishes attorneys to bill their clients in a manner that will honor the integrity of the legal profession. -- William G. Ross, professor of law at Samford University and author of The Honest Hour: The Ethics of Time-Based Billing by Attorneys. Gerry Phillips takes on and exposes the inherent conflicts in much of attorney billing methods. He offers/presents alternatives to financing legal services that better align both client and attorney interests -- individual, financial, and moral. An important study for an important profession under scrutiny and stress. -- Maureen Weston, professor of law, Pepperdine School of Law

**Beyond the Billable Hour** Richard C. Reed,1989

<u>Time and Billing Toolbox for the Legal Profession</u> Jeanine M. 0'Connell.2007-01-01

**Getting Paid** D L Schrader,2019-11-08 Drawing on nearly 20 years in the field of legal auditing, attorney D.L. Schrader brings together practical experience and knowledge culled from auditing billions of dollars in legal fees for a wide spectrum of clientele - ranging from Fortune 500 companies to major insurance carriers. GETTING PAID: Legal Auditing and Your Bottom Line provides actionable and straightforward advice on best billing practices for attorneys, paralegals and related law firm staff.No matter your level of

experience, this conversational book will provide the insight and tools to guide the legal professional and arm you with the knowledge and strategies necessary to avoid billing pitfalls or miscues and get paid every hard-earned dollar you have coming to you. In these pages, through straightforward and numerous real-world examples, you'll discover...-The 30 Dirty Words of legal billing - Which can be used judiciously and which should never be used.-How to avoid the auditor's knife for block billing violations.-Billing judgment and the nuances of client billing guidelines.-Describe and frame time entries in the best light to avoid non-billable work. -How to avoid formulaic billing. -Fundamentals of effective staffing and team maximization without duplicative efforts. -The how-to of writing effective appeals.-What it takes to be a star billing firm and tips to avoid the legal auditing process altogether.

Billable Hour ,2015

How to Draft Bills Clients Rush to Pay J. Harris Morgan, Jay G. Foonberg, 2003 This is a step-by step guide on drafting and formatting invoices that clients will fully understand, find reasonable, and be more likely to pay-on time and without complaint.

Honest Hour William G. Ross, 2014-06-30

High Conflict People in Legal Disputes Bill Eddy, 2012-03-30 An easy and practical book for legal professionals or anyone else disputing with someone with a high-conflict personality.

The New Billable Hour Ritu Goswamy, 2019-05-14 A step-by-step guide to help lawyers bill more hours in less time, so they can gain control of their time, be more productive, and have a better work-life balance.

The Billable Hour Annie Dike, Aleksandar Pers, 2013-11-11 For lawyers billing by the hour, every six-minute increment counts. With The Billable Hour you will learn to bill more efficiently, more effectively and more, ethically. This comprehensive guide to hourly billing will teach you to convert blockbills into single-activity tasks, capture more billable tasks, document your time contemporaneously, craft entries that meet client approval, and spend less time on billing and bill review. Learn to bill smarter, and you will bill more. Get The Billable Hour via INSTANT DOWNLOAD at www.billbetter.net.

Saying Goodbye to Hourly Billing ,1995
Boo to Billable Hours John Derrick,2007-09

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