

PROFESSIONAL FEES

Beginning this year, I am publishing my professional fees and policies. It was not a decision I took lightly. After all, for most of us, our earnings are a very private matter. Moreover, even though the publication of professional fees seems to be a growing trend, many legal marketing gurus vigorously argue against the practice. It is their reasoning that if an attorney's rate is lower than the expectation, that attorney might as well hang a "loser" sign around his or her neck.

Well, heck! This is business. As lawyers, we had to put up with "hide the ball" enough from our law professors when we were in law school. I know that when I go to a website for information about a service or product, I am annoyed when that website does not give me a clue as to cost. So, without further ado, I am going to publish my professional fees and policies.

Corinne A. Tampas, Esq.



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Modified Flat Fee

My hourly rate is \$75 per hour. Generally when I accept a project, the hiring attorney (or tax professional) and I discuss the time we believe the project can be completed. Once we come to an agreement, that time is multiplied by my hourly rate to arrive at a cap on fees. As a result, my fee never exceeds this amount, but could be less if the project takes less time than originally estimated. Note. I do not charge for the first hour, nor is the first hour factored into the estimate, because I do not believe that it fair to charge to organize a file and other clerical matters.

To be clear, by way of example, suppose that you and I decide that a project will take ten hours, excluding the first hour. My fee would be ten hours multiplied by \$75, or a cap of \$750. If the project takes twelve hours to complete, you are only charged for the ten hours we agreed, or \$750. However, if the project takes eight hours to complete you are charged for those eight hours, or \$600.

Deposit

I require a deposit of \$100 prior to starting any work on a project. This deposit is

nonrefundable. However, the deposit is applied to your final bill.

Discount for Repeat Clients

I am more than happy to work with you on my fees if you require my services on a regular basis, for example, ten hours per month, every month. In addition, if you have a very large and time consuming project I will also negotiate with you a discount. However, as thrilled as I am to have repeat clients, I cannot afford to give a discount to those who only have occasional projects.

Billing

I accept all credit cards and checks through Paypal. This service is free to you and you do not need an account with Paypal. If for some reason you do not wish to use Paypal, I will accept a check.

Billing Your Client

All jurisdictions allow the hiring attorney to expense my fee to his or her client. Most jurisdictions allow the hiring attorney to add a premium to my fee as long as the cost billed to the client is "reasonable". Note. I have assembled a packet of ethical opinions from

the American Bar Association and various local bar associations. Please contact me for a copy.

Final Work Product

Depending on the project, If you only need research conducted on a certain issue, I will provide you a copy of all research materials as well as a memorandum of my analysis. If you need an opinion letter, motion or other filing drafted, I will provide you with that document along with the research materials.

All of the research materials, including Shepard's, are provided to you in PDF format. All documents drafted by me are provided to you in either Word, WordPerfect or Pages. That way you may make changes to the final draft as you see fit.

These fees are effective as of January 1, 2011, and subject to change.

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