

# The initial speech when you come in for representation

In [General Legal Information](#), [Social Security](#), [Tips for dealing with attorneys](#)

“Allow me the opportunity to explain a few things to you about the process and what you can expect.....”

I can't tell how many times I've had to give this type of speech. It's a crucial speech and it's one that every person who is hiring an attorney should and probably will hear. It's not meant to blow you off or talk above your head. The speech is designed to educate you about somethings so you can be fully informed.

How does this speech go?? It's usually something like this (and they are all done a little different depending on the attorney or type of case):

## **1) The Process**

*What the Lawyers say - "The process you're going to go through is a difficult process and may take a while but you must be patient because some steps are necessary."*

**What the Lawyers mean** - You have to be patient because there are certain things and steps that HAVE to happen in order to get a favorable outcome. Even though you've hired an attorney, this doesn't mean that you are going to get the outcome you are looking for immediately.

## **2) Representation**

*What the Lawyers say - "It's important to keep me informed about your situation. Remember, it's important to remember that I am representing you."*

**What the Lawyers mean** - The attorney is telling you that YOU are the client. Not your cousin. Not your husband. Not your wife. Not your girlfriend, boyfriend, momma, daddy, or friends. It's, also, important for you to remember that you bear some responsibility in ensuring that you providing information to your attorney.

## **3) Attorney Fees**

*What the Lawyers say - "It's important to understand that we obtain attorney fees in this manner. "*

**What the Lawyers mean** - Unless the attorney tells you that they are going to do the case 'pro bono' (i.e. free), they expect to get paid. Attorneys do a good job at documenting the work they do so they are going to cover themselves in terms of describing the work they do.

#### **4) Expectations of your case**

*What the Lawyers say - "The likelihood of success depends on the facts of your case as well as the evidence. As the case proceeds, we will evaluate the case further."*

**What the Lawyers mean** - Do NOT, and I repeat, DO NOT compare your case with someone else's case. Every case is different and every outcome is different. As one attorney once told me, "I've seen great cases with great facts lose and bad cases with bad facts win. What does that tell me? Every case is a crap shoot". With this being said, it's important to remember that attorney's typically take cases they can win so they are trying to make money when they can. However, sometimes, as the case progresses, they realize that they case can easily get worse.

#### **5) Communicating with your attorney**

*What the Lawyers say - "Please feel free to contact our office anytime. Our staff is available to assist you with most questions and concerns. If you must talk to me, just my staff know."*

**What the Lawyers mean** - So many times people think that the only person who can tell them about their case is their attorney. As such, people are quick to bypass the paralegal or admin assistant who can provide you quick and accurate information about the status of your case. Don't be so quick to believe that support staff can't help you.

Attorneys constantly speak about how important a decision and it is an important decision. Attorneys recognize and appreciate how important it is for clients to be informed about the process, the case, and everything that may be deemed relevant at the BEGINNING of the process. Make sure you take the time to listen to what they have to say.