

# How to Get Paid

“I love what I do”

“Would you still love it if they didn’t pay you for it?”

“Well I don’t love it THAT much.”

We all like to get paid, it does not matter who we are or what we do for a living. As consultants, attorneys, or as professional service providers we all enjoy seeing the money roll in. So what is the secret to maximizing accounts payable? How can we create relationships where money is not a sticky subject? Can alternative fees help? Finally, how do we handle clients requesting discounts to their fees?

Now that I am back and settled from my trip to Australia, we are ready to get our Friday calls rolling again. This Friday morning at 10:00 AM EST we will have joining us on the call attorney and billing consultant [Allison Shields, esq.](#) I first met Allison when I was fortunate enough to hear her speak at the Get A Life Conference back in April of 2009, and I am thrilled to finally have her share some of her proven techniques with all of you.

Allison speaks all over the country to lawyers looking to improve their receivables through best practices. She learned these strategies as an Administrative Partner for a mid-sized law firm in NY/NJ where she worked for over 12 years. Since then she has spoken on the topic all over the country and written articles for numerous publications. She is near completion of her latest book, *Alternative Fees* which should be completed in the next few months. If you are interested in getting paid, you don’t want to miss this call.

If you have questions for Allison, or just want to listen in, please join us for the call this Friday at 10:00 AM EST. To sign up for the free call, please [CLICK HERE](#).