

Time has Come for LPM and Alternative Fees

“I live in the world of In-house Counsel, and they want alternative fees.”

-Pam Woldow, Esq.

(29 Minutes)

This past Friday we were delighted to have Altman Weil Principle Pam Woldow join our Friday Conference call. She came on to answer two major questions.

1. Do companies really expect alternative fee offerings?
2. Are law firms ready to give them what they want?

The hundreds of firms that used to handle legal services for Levi Strauss were most likely claiming “our client doesn’t want alternative fees” right up until the moment that Orrick swooped in with an alternative fee offering and took files away from hundreds of attorneys. Just because you haven’t spoken to your clients about alternative fees, don’t assume that your competitors have done the same.

Listen in to the conference call with Pam Woldow to hear the #1 tool law firms can use when talking with in-house counsel, the most important question to ask your biggest client (which 99% of firms fail to ask), and the first steps your firm can take if they are considering incorporating more alternative fees.



This next Friday Gini Dietrich, CEO of Arment Dietrich and author of <http://spinsucks.com> will be joining the call at 12:00 PM EST. [CLICK HERE to sign up for the call.](#)