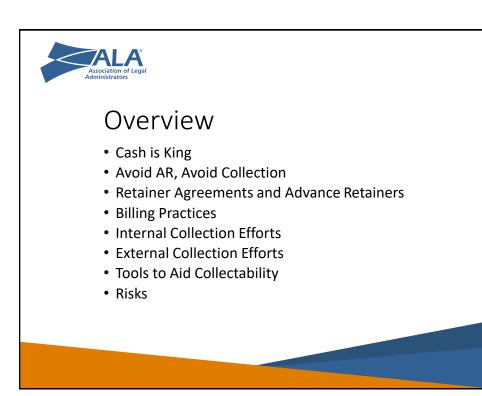


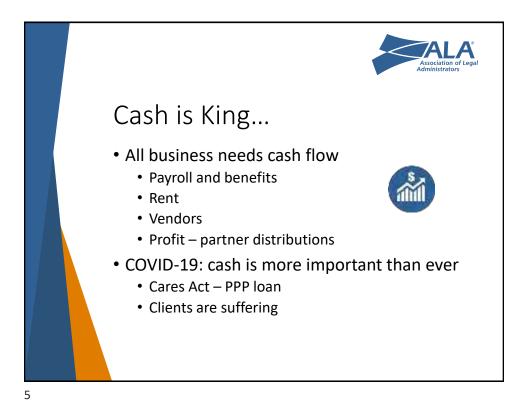


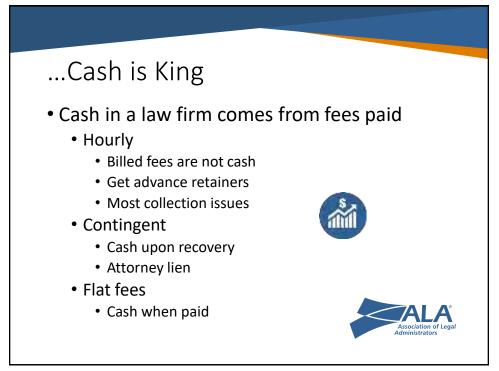
## Introduction

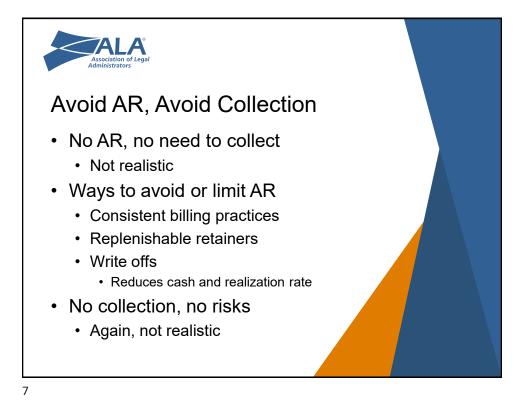
Successful pursuit and collection of a law firm's past-due receivables adds cash and increases the realization rate of attorneys' efforts. COVID-19 has and will continue to impact firms' cash flow and ability to collect fees.



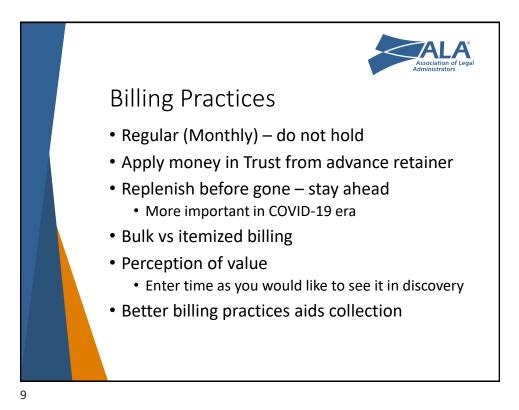
3

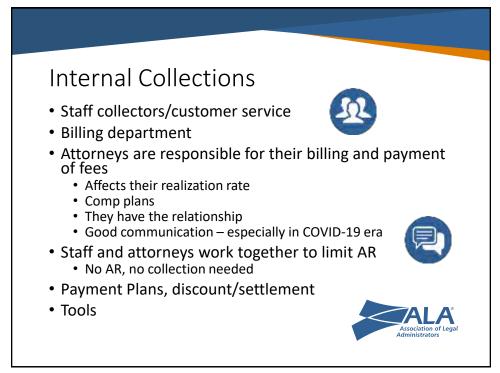


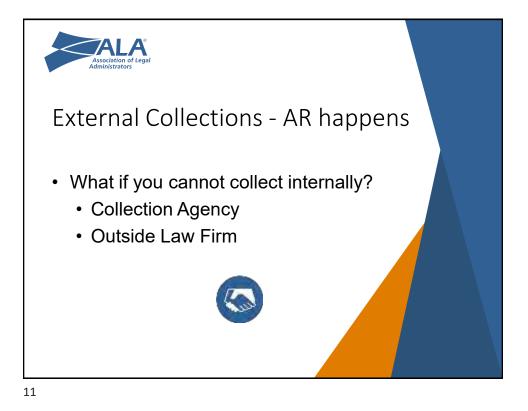


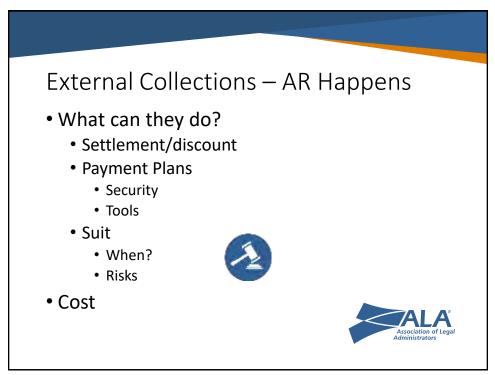


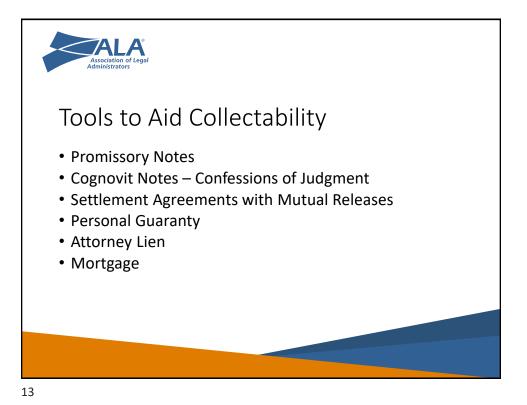












<section-header><image><list-item><list-item><list-item><list-item><list-item><list-item><list-item><list-item><list-item>

## Case Study

Engagement letter signed in 2013. It provided scope of representation, periodic rate increases and included Terms and Conditions. The Terms provided for interest and recovery of costs and collection. Client had four separate matters since 2013. Client paid up front replenishable retainer the first time but paid monthly bills when retainer was depleted and on other matters with no new engagement letter or retainer.

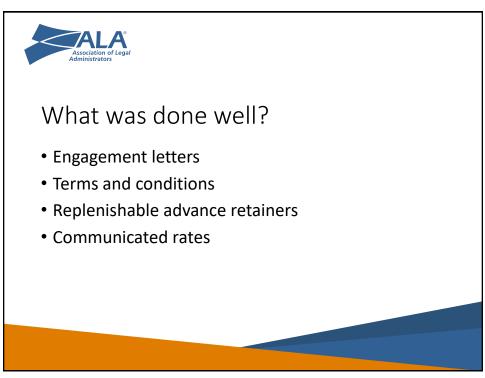
2019 the same client reached out to attorney for representation in a pending litigation matter. Attorney emailed Client their current hourly rate. Work was done by another attorney in the firm with different rate and bill was sent to the Client for \$5,000. The bill itemized all that was done by date but contained no \$ amounts for each entry, just a total bill.

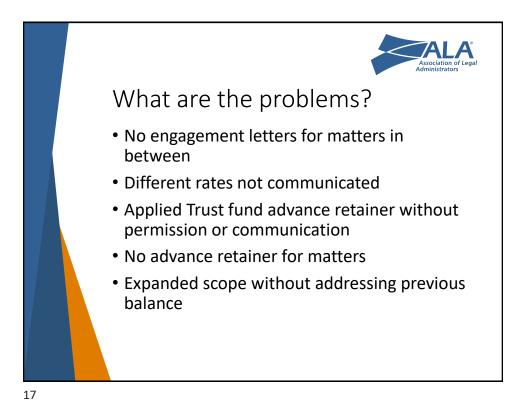
Client did not pay. Scope of requested representation increased and attorney provided an engagement letter with limited scope and requiring replenishable retainer or \$15,000.

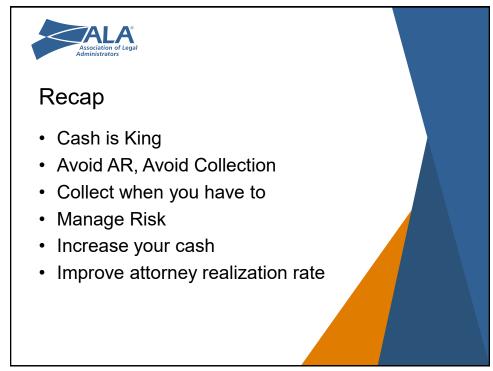
Client paid the retainer. Work was provided and \$20,000 billed. Accounting applied the \$15,000 in Trust first to the earlier \$5,000 bill and then the remainder to the \$20,000 invoice leaving a balance owing of \$10,000. Client refused to pay and complained the advance retainer should not have been applied to the earlier bill without express permission.



15









## Thank You!

Jeffrey S. Nicolet Shareholder

jnicolet@wfjlawfirm.com

## WAGNER, FALCONER & JUDD, LTD. SIMPLIFY THE COMPLEX



19