

HOW TO SELECT A BUSINESS LAWYER

QUESTIONS TO ASK A LAWYER YOU DESIRE TO HIRE:

- A. Does the lawyer specialize in the practice of business law?
- Does the lawyer's practice include rendering advice regarding the organization, operational, financial, employment, income tax and liability aspects of business organizations?
 - How long has the lawyer been engaged in the practice of business law?
 - How many business organizations of the kind you desire has the lawyer organized?
- B. Does the lawyer practice preventive law?
- What is the lawyer's definition of preventive law? (You want a lawyer who keeps you away from legal difficulties, not one who promises you that he/she will get you out after you are in legal difficulties.)
 - How is the lawyer going to apply the preventive law concept to your organization?
 - Is the lawyer aggressive or conservative in his/her advice? Will he/she let you know when he/she is giving aggressive advice?
- C. Does the lawyer use the "team" approach to the practice of law? (Does he interact with the accountant, insurance person, pension planner and financial planner?)
- D. How does the lawyer bill for services rendered?
- What is the lawyer's hourly billing rate?
 - Does the lawyer provide a detailed breakdown by quarter-hour of services rendered?
 - Does the lawyer "chunk" bill?
 - Does the lawyer charge a document fee?
 - What administrative costs are passed to the client?
- E. Who will perform legal services for you?
- Will the lawyer you are interviewing be the lawyer performing your services, or will the work be passed off to a junior lawyer?
 - If the work is passed off to another lawyer, will the initial lawyer review the second lawyer's work?
 - How many lawyers may be involved in your legal work?
- F. When should I call my lawyer, and how should I prepare for the meeting?
- Should I call my lawyer each time I do not understand the legal consequences of some proposed action?
 - Is there such a thing as a "stupid" legal question?
 - Is my lawyer willing to help me through those "stupid" questions free of charge or at a reduced rate?
 - Is the lawyer willing to work with me in the early stages of my business at legal fee rates that I can afford?