



# Alternative Fees for Business Lawyers and Their Clients

*Mark A. Robertson*

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## **Alternative Fees for Business Lawyers and Their Clients** Mark A. Robertson

The use of alternative fee arrangements by lawyers and the demand for those arrangements by clients is increasing. How are you and your law firm addressing this threat to the billable hour? Are you prepared to recognize that value is not measured in one-tenth-of-an-hour increments? *Alternative Fees for Business Lawyers and Their Clients* addresses how large firm, small firm, and solo lawyers can implement and evaluate alternative fee arrangements in transactional matters. This essential guide also provides real case studies of business lawyers and firms successfully using alternative fee arrangements to deliver value to both the clients and the lawyers.

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