

**Figure 2.1**Comparative Client Cost of Lawyer Alone and of Lawyer Plus Paralegal*Example 1*

First, assume all work is performed by the lawyer at a rate of \$150 an hour.

Interview with Client	2 hr.	\$300
Interview Two Witnesses	2 hr.	\$300
Gather Information	2 hr.	\$300
Review Documents	2 hr.	\$300
Legal Research and Analysis	3 hr.	\$450
Draft Pleading	2 hr.	\$300
Trial Preparation	4 hr.	\$600
Trial	<u>4 hr.</u>	<u>\$600</u>
	21 hr.	\$3,150

The lawyer invests 21 hours in the case and bills the client \$3,150.

*Example 2*

Now look at the same case with a substantial portion of the work being delegated to a paralegal at \$60 an hour.

Interview with Client		
Lawyer	2 hr.	\$300
Paralegal	2 hr.	\$120
Interview Two Witnesses		
Paralegal	2 hr.	\$120
Gather Information		
Paralegal	2 hr.	\$120
Review Documents		
Paralegal	2 hr.	\$120
Legal Research and Analysis		
Lawyer	1 hr.	\$150
Paralegal	2 hr.	\$120
Draft Pleading		
Paralegal	2 hr.	\$120
Trial Preparation		
Lawyer	1 hr.	\$150
Paralegal	3 hr.	\$180
Supervise Paralegal		
Lawyer	2 hr.	\$300
Trial		
Lawyer	4 hr.	\$600
Paralegal	<u>4 hr.</u>	<u>\$240</u>
	29 hr.	\$2,640

Now the lawyer invests 10 hours, the paralegal, 19; billing is \$2,640, saving the client \$510.

*Paralegals, Profitability, and the Future of Your Law Practice*

Arthur G. Greene and Therese A. Cannon

©2003 American Bar Association. All rights reserved.

Printed in the United States of America.

Reproduced with permission. All rights reserved. This information or any portion thereof may not be copied or disseminated in any form or by any means or stored in an electronic database or retrieval system without the express written consent of the American Bar Association.

Buy this book from the American Bar Association at [www.ababooks.org](http://www.ababooks.org)