

## Unlock a World of Legal Solutions with Marashlian & Donahue, PLLC

At Marashlian & Donahue, PLLC, we are widely recognized as a boutique firm renowned for our specialized expertise in telecom law. While this is indeed a cornerstone of our practice, we want to emphasize that our firm extends far beyond the realm of "telecom law." We are a full-service firm equipped to address a comprehensive spectrum of legal needs, including contract law, commercial law, privacy and data protection, cybersecurity, intellectual property, trademark and copyright matters, as well as emerging technologies and artificial intelligence. What's more, we are seasoned in the field of general business law and often serve as outside general counsel or fractional general counsel for our clients.

The purpose of this outreach is to extend an invitation, to open the door to a conversation about how our firm can be more than just a specialized telecom law resource for you. Our goal is to explore the opportunity to become your trusted partner in a broader array of legal and business counsel needs. We do this through a "win-win" structure that not only expands the volume and nature of the work we perform for you but also offers distinct advantages:

- **Greater Control:** We provide you with greater control over your legal spend.
- **Predictability:** You can budget for legal costs more effectively.
- **Comprehensive Solutions:** Enjoy access to one firm for a wide array of legal needs, making your experience seamless and efficient.
- **High Responsiveness:** Our personalized, customer-centric approach ensures your legal needs are addressed promptly with one phone call or email.

Our team is dedicated to delivering exceptional legal solutions and outstanding service, aligning our strategies with your business goals. We are here to explore the possibilities and ensure that your legal and business needs are met comprehensively, efficiently, and with the high level of service you deserve.

Let's begin a conversation about how Marashlian & Donahue, PLLC can serve as your all-encompassing legal and business counsel.

Your success is our commitment!

## Discover Our Versatile Billing Options!

At Marashlian & Donahue, PLLC, we recognize that a one-size-fits-all approach doesn't suit the diverse legal needs of our clients. We are committed to providing flexible billing arrangements that accommodate your unique requirements. Whether you are a startup, a growing business, or an established enterprise, our alternative billing options are designed with your needs in mind.

### Monthly Retainer Model: A Closer Look

Our Monthly Retainer model is crafted to offer a structured, ongoing legal partnership, but we understand that not all legal services are suited for this arrangement. Here's how it works:

#### *Roadmap to a Balanced Client-Law Firm Relationship*

In the realm of legal services, clients and law firms often seek a partnership that provides value, predictability, and financial balance. A Monthly Fixed Fee Retainer Agreement is a strategic arrangement designed to meet these objectives. This document outlines how this agreement typically works and how clients and law firms ensure a fair and mutually beneficial value proposition.

### The Foundation of a Monthly Fixed Fee Retainer Agreement

1. **Initial Consultation and Needs Assessment:** The process begins with an initial consultation between the client and the law firm. During this consultation, the client outlines their legal needs, objectives, and the types of services required.
2. **Scope Definition:** Together, the client and the law firm define the scope of the legal services to be covered by the retainer. This involves a comprehensive discussion of the work to be performed, specific services required, and the anticipated duration of the arrangement.
3. **Customized Parameters:** The Monthly Fixed Fee Retainer Agreement is tailored to meet the client's unique legal and financial needs. The agreement can include provisions for a predetermined number of hours, specific services, or a combination of both.

### Ensuring a Balanced Value Proposition

Clients and law firms collaborate to ensure that the Monthly Fixed Fee Retainer Agreement maintains a fair value proposition while striking a balance between client interests and law firm financial stability.

## Client Safeguards:

- **Predictable Costs:** Clients benefit from fixed monthly fees, offering cost predictability and eliminating unexpected legal expenses.
- **Control Over Legal Spend:** Clients can budget effectively for legal costs, thus maintaining financial control.
- **Regular Communication:** Open communication between the client and the law firm is essential. Clients are encouraged to reach out with questions, concerns, or changes in legal needs.

## Law Firm Safeguards:

- **Scope Limitations:** The agreement clearly defines the scope of services, preventing clients from seeking additional, unanticipated work without adjustments to the agreement.
- **Resource Allocation:** Law firms allocate resources judiciously, ensuring that the agreed-upon services are efficiently delivered.
- **Periodic Review:** The retainer arrangement is reviewed periodically, allowing for adjustments to better align with evolving client needs.

## Maintaining Balance and Flexibility

A Monthly Fixed Fee Retainer Agreement offers the flexibility to cater to a range of legal needs. However, clients and law firms should continuously assess and communicate to preserve the balance of interests:

- **Transparent Communication:** Clients should openly discuss their evolving needs, and law firms should provide advice on how to adapt the retainer to accommodate those changes.
- **Scope Adjustments:** If the scope of services changes significantly, both parties should consider revising the agreement to reflect the new scope accurately.
- **Regular Review:** Periodic reviews are essential to ensuring that the agreement remains an effective solution for the client's needs.

## When the Monthly Retainer Model May Not Apply

We understand that certain types of legal services may not be suited for a Monthly Retainer fee arrangement, unless the volume and nature of the work are both significant and consistent. This includes legal work such as litigation, M&A due diligence, and other complex projects that are best handled on a project-by-project basis. In these cases, we offer flexible billing arrangements tailored to your specific requirements.

## **CONCLUSION AND CALL TO ACTION!**

By fostering clear communication, establishing well-defined parameters, and conducting regular reviews, a Monthly Fixed Fee Retainer Agreement can provide a balanced value proposition that benefits both clients and law firms, ultimately contributing to a successful and enduring client-law firm partnership.

At Marashlian & Donahue, PLLC, we believe that a robust attorney-client partnership thrives on adaptability, transparency, and shared dedication to achieving your business goals. If you're interested in exploring our Monthly Retainer model or other billing alternatives, please reach out to us. Together, we'll determine the parameters of your legal partnership and craft the ideal solution for your unique needs.

Let's work together to find the billing arrangement that supports your business's legal requirements effectively.

*Your Success, Our Commitment.*