

MESSAGE FROM OUR **MANAGING PARTNER**

ENGINEERED FOR TODAY'S ECONOMIC REALITY

Delivering the Full Spectrum of Professional Services for the New Economy

As the Managing Partner of Marashlian & Donahue, PLLC, I've had the privilege of guiding our firm through a period of profound change and evolution in the professional services landscape. Born during the economic turmoil of the 2005–2008 era, our firm was built to meet the demands of businesses facing uncertainty, constrained budgets, and increasingly complex regulatory challenges. From the start, I knew we needed to do things differently—not just to survive but to thrive—and to ensure our clients could do the same.

Our firm is the product of this vision: to deliver **Modern Law** for the 21st Century client. We combine deep expertise, innovative technology, and a client-first philosophy to provide legal and consulting services that are efficient, transparent, and value-driven. In today's economic reality, where businesses are under constant pressure to do more with less, we've engineered a model that works—not just for us, but for you.

New Era, New Approach

When I started this firm, I saw how traditional BigLaw models were failing to serve the needs of businesses, particularly in the telecommunications sector. Sky-high rates, inflexible billing structures, and impersonal service were the norm. I believed there was a better way.

At Marashlian & Donahue, we're not just lawyers; we're your partners in navigating the complexities of a highly regulated, rapidly evolving business environment. We offer **the best of both worlds**:

- ✓ *BigLaw-quality expertise*
- ✓ *Combined with the affordability, flexibility, and personalized service of a boutique firm.*

Our Commitment to Clients

Our commitment is simple: to provide you with cost-effective, high-quality services tailored to your unique needs. Here's how we do it:

- **Billing Transparency and Flexibility:** We offer alternative fee arrangements (AFAs) like flat fees, fee collars, and retainers, ensuring you can budget with confidence.
- **Efficiency Through Technology:** We embrace tools like Generative Artificial Intelligence (GenAI) and proprietary compliance databases to streamline workflows, reduce costs, and improve accuracy—all without compromising ethics or quality.

- **Integrated Solutions:** Our Full Spectrum Model combines legal, consulting, and administrative expertise, ensuring every task is handled by the right professional at the right rate.
- **Client-Centric Focus:** We proactively align our strategies with your business goals, balancing risk and opportunity to help you achieve success.

Turning Compliance into **Opportunity**

At our firm, we view **compliance as an opportunity**—a chance to gain a competitive edge while minimizing costs and risks. This philosophy drives everything we do, from navigating regulatory challenges to helping you scale your operations. Our approach ensures that you're not just meeting legal requirements but leveraging them to create value for your business.

The Value of **Technology and Innovation**

We embrace innovation with a commitment to ethical, responsible practices that align with ABA standards and meet the high expectations of our clients. By thoughtfully integrating Generative Artificial Intelligence (GenAI), automation, and other advanced technologies into our processes, we have redefined how legal and consulting services are delivered. These tools enable us to:

- ✓ **Track and manage regulatory obligations seamlessly**, ensuring accuracy and compliance at every step.
- ✓ **Provide timely updates and alerts** on legal and regulatory changes, keeping you informed and ahead of the curve.
- ✓ **Deliver accessible, cost-effective solutions**, including SaaS-based compliance tools tailored for businesses of all sizes.

Our use of GenAI and other technologies is always grounded in best practices, ensuring that efficiency is achieved without compromising ethical standards or the quality of our work. This approach doesn't just make us more innovative—it delivers tangible value by saving you time, reducing costs, and providing smarter, more reliable solutions.

Affordability Without Sacrificing Quality

I understand that cost is a critical concern for our clients. While many firms in our region charge average hourly rates of \$1,000 or more, our blended attorney rates remain under \$500/hour, with consulting professionals averaging just \$200/hour. Beyond affordability, we're flexible, offering billing options like:

- Flat Fees
- Fee Collars for Defined Scopes of Work
- Monthly Retainers
- Menu-Based Pricing for Routine Tasks

These arrangements provide predictability and ensure you're getting maximum value for your investment.

Why We're Different

What truly sets us apart is our people and our philosophy. Our team of attorneys, consultants, and support professionals are not only experts in their fields but also deeply committed to client success. We understand your industry, your challenges, and your goals—and we work tirelessly to help you achieve them.

Unlike many firms, we don't treat compliance as a checkbox exercise. We approach it strategically, helping you navigate the gray areas of regulation with confidence. Whether you're balancing risk in a competitive market or scaling your operations, we provide the tools, insights, and support you need to succeed.

Let's Work Together!

I founded this firm because I believed there was a better way to serve businesses like yours—a way to combine top-tier expertise with the agility and affordability today's market demands. I invite you to explore how our **Modern Law** approach can transform your compliance challenges into opportunities for growth and success.

Visit www.CommlawGroup.com and www.ComplianceGroup.com, subscribe to our Client Advisories, or contact me directly at jsm@commlawgroup.com. I'd love to answer your questions, discuss your needs, and show you how we can help you achieve your goals.

*Let's change the way you think about legal services—
and what they can do for your business.*

Cordially yours,



Jonathan S. Marashlian, Esq.

Managing Partner, The CommLaw Group
Founder, The Compliance Group

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