Alternative Fee Arrangements: Options

Modern Law for the 21st Century Client:
Alternative Fee Arrangements and Transparent Billing Practices

The CommLaw Group, PLLC, we pride ourselves on being a Modern Law firm, built to meet the demands of the 21st-century client. Unlike traditional firms, we deliver BigLaw-quality services at a fraction of the cost, emphasizing transparency, efficiency, and value in every engagement. Our innovative approach to legal services includes a variety of Alternative Fee Arrangements (AFAs) tailored to the unique needs of our diverse client base.

We recognize the growing client demand for predictable, affordable, and value-driven pricing models and strive to ensure legal services align with your business objectives and budget. Whether through flat fees, fee collars, or custom retainers, we are committed to designing flexible billing structures that bring clarity and confidence to your legal spend.

Our Commitment to Predictability and Efficiency

We understand that complex legal work often requires nuanced solutions. That's why we carefully review the scope, complexity, and duration of each matter to craft an AFA that provides value for the client and a fair return for the firm. Here are some of the options we offer:

1. Fee Collars: For defined scopes of work, we may propose **"fee collars"** to provide cost predictability while rewarding operational efficiencies:

- **Cost Below Midpoint:** If the total cost is below the midpoint of the estimated range, the firm bills at the midpoint, ensuring cost certainty and reflecting achieved efficiencies.
- **Cost Between Midpoint and High-End:** If the cost exceeds the midpoint but remains within the range, the firm still bills at the midpoint, delivering meaningful savings compared to traditional hourly billing.
- **Cost Above High-End:** If the cost exceeds the high-end of the range, the firm bills any time above that point at a **15% discount**, removing profit incentives for inefficiencies while providing fairness for unexpected complexities.

2. Fixed or Flat Fees: Clients pay a set price for specific services, ideal for predictable projects such as regulatory filings or transactional work.

3. Budget-Based Fee Ranges: We work collaboratively to develop a fee range, often paired with a fee collar, ensuring transparency and shared responsibility for managing costs.

4. Custom Retainers: Our Base Monthly Retainer model provides flexibility and predictability, covering ongoing legal needs within defined subject areas. This option is particularly suited for clients with recurring legal requirements.

5. Blended Hourly Rates: All work is billed at a single rate, regardless of the personnel involved, ensuring simplicity and predictability for defined projects.

6. Menu Pricing: High-volume, routine projects are billed on a per-task or per-project basis, offering clarity and cost control for predictable work.

7. Volume Discounts and Success Fees: Clients benefit from discounted hourly rates as volume increases, paired with success-based incentives that align firm goals with client outcomes.

8. Integrated Compliance Services: Through our affiliate, **The Commpliance Group**, clients can access subscription-based or á la carte flat-fee services for routine regulatory, corporate, and tax compliance needs.

A Partnership Built on Trust and Value

At The CommLaw Group, we are more than just your legal counsel; we aim to be your strategic partner and an extension of your legal and business teams. Our responsible partner model ensures that every engagement is overseen with a focus on efficiency, accountability, and cost-effectiveness, helping you manage your budget without sacrificing quality.

Our AFAs are designed to foster mutual success, periodically reviewed to ensure alignment with client needs and reevaluated as circumstances evolve. By embracing the principles of Modern Law, we make legal services accessible, transparent, and tailored to the challenges of today's business environment.

Let us show you how our innovative approach to billing and service delivery can bring predictability, value, and confidence to your legal engagements.

Terms & Conditions Apply

Ensuring that Alternative Fee Arrangements (AFAs) deliver their intended benefits of efficiency and predictability requires a mutual understanding and shared commitment between client and counsel. While we strive to provide clear, value-driven solutions, the practice of law inherently involves uncertainties and complexities that cannot be fully commoditized.

BY ENGAGING OUR FIRM AND ACCEPTING AN AFA PROPOSAL YOU AGREE TO THE TERMS & CONDITIONS APPLICABLE TO ALTERNATIVE FEE ARRANGEMENTS