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 4 hr. $600

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 4 hr. $240

29 hr. $2,640

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