

Figure 2.1Comparative 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

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