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## Alternative Fees for Business Lawyers and Their Clients

Mark A. Robertson

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**Mark A. Robertson : Alternative Fees for Business Lawyers and Their Clients** before purchasing it in order to gauge whether or not it would be worth my time, and all praised Alternative Fees for Business Lawyers and Their Clients:

1 of 1 people found the following review helpful. Highly recommend this book!By Sharon NelsonMark's writing is clear and easy to understand. Many lawyers are still confused by the many different forms of alternative fees - in fact, they often don't understand how they work. The truth is that clients LOVE alternative fees and are often lured to firms that use them. This is a great book for business lawyers to come up to speed on everything you need to know about alternative fees and how to make them work for your firm.

The use of alternative fee arrangements by lawyers and the demand for those arrangements by clients is increasing. How are you and your law firm addressing this threat to the billable hour? Are you prepared to recognize that value is not measured in one-tenth-of-an-hour increments? *Alternative Fees for Business Lawyers and Their Clients* addresses how large firm, small firm, and solo lawyers can implement and evaluate alternative fee arrangements in transactional matters. This essential guide also provides real case studies of business lawyers and firms successfully using alternative fee arrangements to deliver value to both the clients and the lawyers.

**About the Author** Mark A. Robertson is a lawyer with the firm of Robertson Williams in Oklahoma City, OK.