

# *Kowalski & Associates*

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## **Have Your Law Firm Clients Made You Jump Through Hoops to Get Their Business?**

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September, 2010**

The [American Bar Association Journal Daily Report of today](#) picked up one of our [previous posts](#) regarding burdensome 100 page responses to Requests for Proposals that some clients require.

Rachel Zahorsky, the ABA Journalist went on to say:

**Time-intensive, nerve-racking client beauty pageants have long been a bane of large law firms. But we know corporate clients aren't the only ones that require potential counsel to jump through outlandish hoops. Whether you are a solo, midsize, BigLaw or boutique practitioner, we want to know, what lengths have you gone to in order to secure a client's business? And, just as important, was it worth the effort?**

The ABA has invited all practitioners to report on the most challenging hoops clients have required law firms to jump through to land a particular piece of business.

You are invited to submit your experiences directly to the ABA at the link above. You are similarly invited to post your experiences in the comment section [here](#).

Unlike the ABA, I won't pick a single winner. Rather, I only open up the

topic as a medium in which lawyers can simply share their own experiences and learn from the tribulations of others, which you can review at the previous link.

I would also suggest that when you post your comments here, you also reflect on two additional questions: (1) Was it worth it? And (2) What lessons did you learn from the experience?

And then if the moons align just right, I will post some of the challenges I have had to deal with as both a practicing lawyer for a quarter of a century and in my two decades as a consultant to the legal profession. Since we run a family oriented business, I will spare you the tawdry tales of the account one of my former law firms (a BigLaw firm, to be sure), maintained for firm clients with the [Mayflower Madam](#) or similar tawdry tales. But to be sure, prospective clients do, from time to time, require some rather imposing challenges.

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