

## A Cost-Free Way to Lower Clients' Legal Fees

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Paralegal support services afford not only more time for focusing on the more complex aspects of a case, they also provide a way to offer clients lower legal fees.

### **Paralegal support minimizes clients' legal fees**

How do you reduce your clients' legal fees? Under the supervision and direction of an attorney, paralegals can perform any task their attorney does, excepting those that constitute UPL (*see*, [Paralegal Do's and Don'ts: What can \(and can't\) a paralegal do for you](#)). Yet, the paralegal billing rate is substantially lower than the attorney's billing rate. Say, for the sake of simplicity, you bill at \$200 per hour and have a paralegal billing rate of \$100 per hour. The more you delegate to your paralegal, the lower your clients' legal fees. Depending on actual billing rates, **attorneys can essentially offer the same services to their clients for almost half the price.** Clients *like* that. Many of today's clients understand the value paralegals offer and specifically request that a paralegal be assigned to their case.

Billing at the paralegal instead of the attorney's rate doesn't equate to a loss of income. On the contrary. **Delegating work to a paralegal increases hourly attainable income by the amount of your paralegal billing rate.** You have only so many hours in a day to work and bill time; when you have a paralegal working beside you, you increase your practice's billable hours. Using the example above, when a paralegal is added, the practice is now capable of producing \$300 instead of \$200 per hour in income. Delegating work to a paralegal frees you up to work on other matters, allowing you to take on or produce twice the amount of work product you can produce without a paralegal. It frees up your time for client development. It helps you manage the excessive caseload that already exists. All while enabling you to produce additional income for your practice.

### **Paralegal support services minimize clients' legal fees and maximize your bottom line**

Paralegal support services help minimize client fees and also help minimize overhead and maximize your bottom line. Besides minimizing office space, equipment, and employment-related expenses ([paralegal support services are independent companies, not employees](#)), your bottom-line will improve instantly in other ways, too.

How? Here's the quick and easy: **The difference between your paralegal billing rate and the rate you pay for paralegal support services is an immediate profit for your practice.** For example, if your paralegal billing rate is \$100 per hour and your paralegal support service only charges \$50 an hour, the difference between what you pay and what you recharge your clients (\$50) is an immediate profit for your practice. Keep in mind, this is also additional time your practice can bill out and it's all free of overhead and employment costs.

## Conclusion

Paralegals and paralegal support services bring so much value to attorneys, law firms, corporations, agencies, their clients and the legal field as a whole; it's both impressive and exciting. The benefits abound, but can be hard to visualize, especially when assessing cost-benefits. To bring it all together, [review the cost-analysis posted here](#). See just how much your clients benefit. Even with modest numbers, the figures are impressive. What do you think?

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First posted August 15, 2011, at <http://www.paralegalsupport101.com/2011/08/a-cost-free-way-to-lower-clients-legal-fees/>