



Meeting short-term needs without the full-time expense

Contract Attorneys – An answer to the economy?

Whether you embrace the above perspective or not, the phenomenon of the contract attorney is part of the larger restructuring of the U.S. legal job market. For those unfamiliar with the term, a "contract attorney" is a lawyer who is hired on a per-project basis. When the project is finished, the lawyer does not stay with the firm. In essence, it is legal temp work. Contract attorneys work at a far lower hourly rate than firm associates and partners. More and more firms are lowering their bottom line by hiring contract attorneys to do the "lower end" legal work. This keeps fixed payroll costs low, while also billing these contract attorneys out at lower rates--which helps keep firms price-competitive.

The Pennsylvania Bar Association is here to help

Reaching the available qualified contract attorney market quickly and affordably has always been the challenge for firms and corporate legal departments. In the past, there were two solutions available:

1. Advertise, screen, interview and negotiate 1099 contract attorney candidates
2. Pay an outside payroll service/agency a 40-60% hourly rate markup for pre-qualified contract attorney candidates

The **Pennsylvania Bar Association Placement Center** (www.pabarplacement.com) is offering our members and the Pennsylvania legal community a third option that is more affordable and far reaching:

3. Pay a low flat fee to secure pre-qualified 1099 contract attorney candidates for your office

Simply contact us by telephone or email and the Pennsylvania Bar Association Placement Center will begin the matching process to secure the right contract attorney candidate(s) for your firm: locally, regionally or across the state.

Billing clients for contract attorney work

The way in which a firm chooses to bill its client for the work performed by contract attorneys is a question that each firm must answer individually. Several billing options are commonly used: bill the client for the actual cost of the contract attorney as a disbursement; bill out the contract attorney at comparable rates of other attorneys with the firm; or utilize a combination of the two billing rates. In most instances the client is very pleased when savings are passed along, furthering a solid working relationship between the client and the firm. This is especially true when using numerous attorneys to review documents in major litigation cases. Although firms lose the opportunity to make a profit on much of the document production phase of the case, many firms view the loss as acceptable as a result of the goodwill it engenders with the client and the fact that its fees in a major litigation will be nonetheless significant. Again, it is up to the individual firm as to how it approaches the billing process.



PBA Contract Attorneys are waiting

We have a growing database of highly qualified contract attorneys available to meet your specific client and office need.

- Document Review
- Transactions
- Deadlines
- Research
- Drafting
- Pleadings
- Motions
- Discovery
- Hearing

You might find a contract attorney to be the best solution for you and your practice. For more information on this valuable service, call or email us your questions or your specific contract attorney needs at:

The Pennsylvania Bar Association Placement Center

215-525-1615

attorneys@pabarplacement.com

Your Source
For Professional and Qualified
Contract Attorneys

www.pabarplacement.com

