

Non-Billable Hours, for the CDLB October 18, 2013 issue
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Non-Billable Hours, Literally: Will Hourly Billing Soon Be A Thing of the Past?

- 1. Client demands for more reasonable rates have continued to intensify since 2008. To keep valued clients and attract new ones, with exceptions, lawyers have to be competitive – providing both great legal genius *and* flexibility with billing.**
- 2. Lawyers are often reminded that a flexible Firm B is just down the street; today, hourly billing must correlate with outcomes.**
- 3. The many creative lawyers who consider clients' changing needs and deliver value-driven results will continue to find clients engaging their services.**