

Billable hour remains very popular: survey

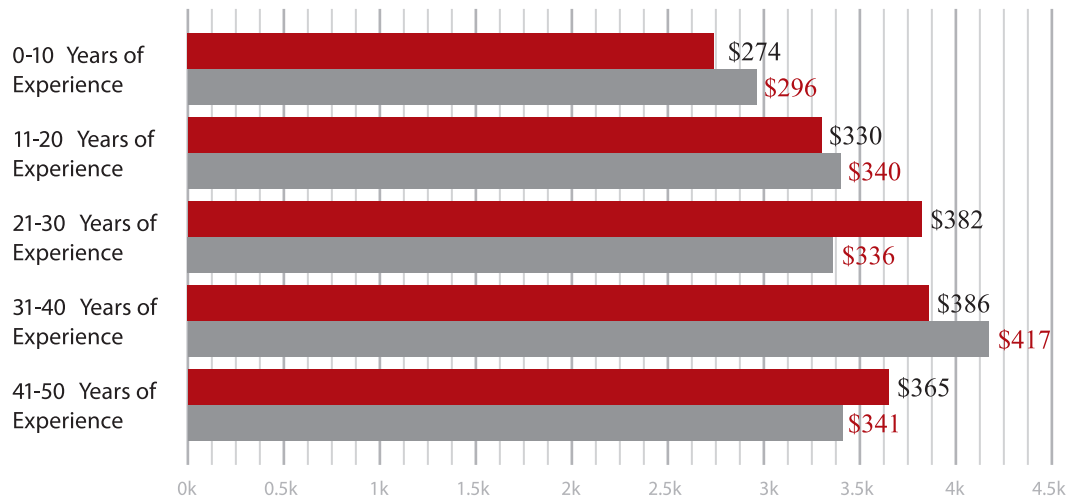
Dynamic Lawyers, a new company that charges lawyers a small fee to connect with people who privately post legal questions on its website dynamiclawyers.com, conducted a survey on billable hours recently. The survey contains information from interviews with 500 solo and small firm lawyers in Toronto. Here are some of the highlights:

Rates

- Their average hourly rate was \$338.
- Hourly rates ranged from \$78 to \$750.
- Their average initial consultation fee was \$338.
- 64 percent offered some form of free initial consultation.
- Excluding contingency fees, only 5 percent offered alternatives to hourly billing such as fixed fees, day rates, barter arrangements, quotes, pay-as-you-go, per project, etc.

Overall, the predominance of the billable hour may be challenged as solo/small firm Toronto lawyers begin to leverage technology to provide legal services in a cost-effective and convenient manner to the masses.

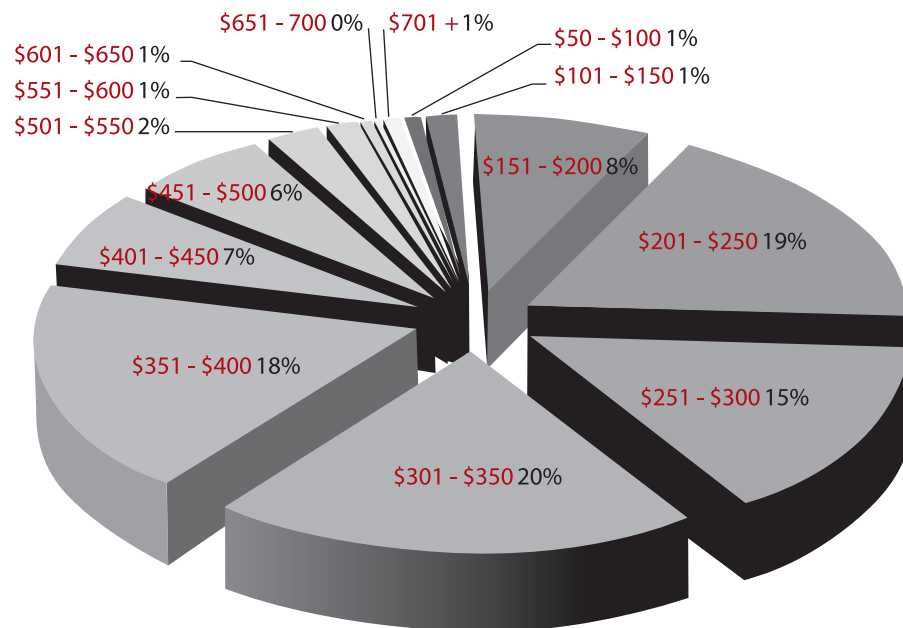
Average Hourly Rate vs. Average Initial Consultation Fee



Alternatives to hourly billing

- Real estate lawyer entertains barter arrangements.
- Criminal lawyer charges \$2,000 per day.
- Civil litigator/mediator charges \$2,700 per day.
- Employment lawyer charges per day to prepare for court and per day in court.
- Employment lawyers charge a set fee to review a document.
- Corporate lawyer provides quotes in advance.
- Civil litigator negotiates general retainers for a set period of time (e.g. 1 year).
- Civil litigator offers pay-as-you-go services.
- Corporate lawyer takes corporate shares in lieu of legal fees.

Hourly rates by percentage of lawyers surveyed



Average Fees for Certain Legal Services

Incorporation	\$1,035
Uncontested divorce	\$973
Residential home purchase	\$780
Residential home sale	\$751
Simple will with power of attorney	\$547

Legal Fees for Certain Legal Services

Criminal defence	\$4,000 - \$10,000
Deportation prevention	\$5,000
Immigration appeal	\$4,000
Shareholder agreement	\$2,500
Trademark registration	\$1,500

Do You Use an Hourly Rate?

Yes	442	88%
No	58	12%
Total	500	100%

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