

Your #1 Job as an Attorney: Get Paid

My Story

Stats: 2021 Clio Legal Trends Report findings (data taken from Clio users as they use the system; not survey data, this is the most recent data available): (1) average workday is 8 hours; (2) average hours billed in workday is 2.5 (31% realization rate, lower for solos); average hours that make it on to an invoice from those 2.5 billed hours: 2.1; (3) overall average collected from an 8-hour workday: **1.85 hours (23%)**

Legal Zoom study findings presented in 2015 (survey data): (1) solos account for 56% of attorneys in the U.S.; (2) revenues per attorney is 78k; (3) profit per attorney is 63k; (4) 392 billed hours per year (comes out to 1.63 hours per day, close to the Clio data)

Time to get paid: In 2015, Clio (the online firm management system) culled its user data and found the following about lawyers sending out bills and getting paid:

1. It takes the average lawyer 87 days from the time they do work until the bill for that work reaches the client.
2. It takes on average 83 days to get paid on an invoice.
3. In total, the average turnaround time from date of service to date of payment is **170 days**.

Rules

These are some commandments to help you successfully make getting paid your #1 job:

1. **Change your mind set about money and getting paid.**
2. **Bill regularly — at least once per month.**
3. **Don't chase money!**
4. **Always have money in trust.**
5. **If your client doesn't pay or have money in trust, stop work. Stop now. Stop right now.**
6. **Specialize.**
7. **Fire your worst client — today.**
8. **Make you, your family, and your team your first priority — clients are second.**

Hourly Evergreen Retainer