

HOW TO BEAT AN "ANYTHING FOR A BUCK LAWYA" ("AFABL")

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"Ninety-Nine percent of lawyers give the rest a bad name."

To beat an AFABL, ask him/her the following before you give any money or sign any agreement:

1. What is the usual hourly rate? (**Anything over \$200 is a scam**)
2. What actions are necessary to resolve your problem? (**They must be absolutely necessary!**)
3. What is the estimate of total cost necessary to handle it? (**If no answer, walk out!**)
4. Is a retainer requested? (**Retainers are a license to steal - NO KIDDING!**)
5. Is a detailed invoice sent for each specific, individual action? (**If not, walk out!**)

In the *legal industry*, the **1st** goal of lawyas is get as much of a retainer as possible, which, according to the book, "*How To Outfox The Foxes*", is used up 3 times faster than if you paid for each legal action separately. An informal survey in southern California indicates that most attorneys seem to talk clients into giving them a retainer by:

- a. Speaking "legalize" which confuses anybody not familiar with Latin (a dead language which attorneys don't bury because they can charge more money to interpret it).
- b. Assuring the client (with no guarantee) that they can resolve your legal problem successfully which occurs much less frequently than you may think*.

*** For example, most criminal lawyas begin by promising to fight to the death, then they change it to a "plea bargain", and you end up going to jail for 2 years at a cost of \$10,000 to \$50,000 when you could have paid \$2,500 to one of those few honest, competent Attorneys for a 6 month sentence!**

NOTE: Most civil law lawyas are little more than GLORIFIED CLERKS worth, at best, \$50 per hour - actually, most of their "legal work" is handled by grossly underpaid Para-Legals using computerized legal programs! On the other hand, those FEW, COMPETENT, HONEST CRIMINAL ATTORNEYS are worth whatever they charge to keep you out of prison! See Oscar Goodman, Esquire in Las Vegas NV!

In the *legal industry*, the **2nd** goal of lawyas is to build up as many "billable" hours as possible. Lawyas build up billable hours by:

1. Performing actions unnecessary or irrelevant to your legal issue, and then invoicing you for those unnecessary hours;
2. Performing actions which may or may not be necessary, and then exaggerating the actual hours they worked;
3. Not performing any actions on your legal issue, and then fabricating hours.

A 1999 survey (www.legaltricks.com) suggests that of all the hours invoiced by the average civil lawya, only 40% were justified! The remaining 60% of hours invoiced were irrelevant, exaggerated, or fabricated (see 1, 2 and 3 in the above paragraph)!

A 2001 survey in southern California suggests that 81% of civil lawya's clients either ran out of money or refused to pay any more money **before** their legal problem was resolved. This means that if half of the remaining 19% of the clients actually prevailed in their case, then the average client would have a probability of less than 10% success with their legal problem!

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