

CHOOSING THE CLIENT CAREFULLY

By Mark K. Anesh, Esq.

Deciding whether to accept a particular retention is one of the most important factors in risk management. Some questions lawyers should ask themselves are:

- * Do you have enough time to handle the matter?
- * Do you have the staff and resources?
- * Do you have the funds to support the case?
- * Has it been brought to you at the 11th hour?
- * Has the prospective client already had several different attorneys?
- * Is this client impossible to satisfy?
- * Does the client have unrealistic expectations?
- * Is the case outside the geographic area in which you usually practice? If it is, are you aware of local law?
- * Is the client comfortable with the fee structure?