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**CLIENTS HATE HOURLY BILLING – IS ANYONE LISTENING?
One San Diego Law Firm Has a Realistic Alternative**

San Diego-October 15, 2008- Reacting to outcries from industry leaders about hourly legal fees, one law firm has taken a bold step forward to eliminate hourly billing with a program that guarantees the cost of litigation before any work is performed.

San Diego based construction law firm, Scholefield Associates, is so confident in their abilities that they will guarantee their quoted price for legal services, even high cost litigation. Their GMP (short for ‘Guaranteed Maximum Price’) program is a result of Scholefield’s research into the wide-spread dislike for the hourly billing system. Scholefield discovered that what angers clients the most is not so much the total fees paid, but the lack of certainty for the final cost for legal services.

The GMP is in step with the American Bar Association’s Task Force Findings that the hourly billing system must change. Scholefield is convinced that the GMP program will be a win-win alternative.

“In order for the GMP to benefit everyone, a firm must really know the area of law in which they practice,” says principal attorney Pam Scholefield, “but isn’t that what clients expect when they hire a firm in the first place?”

The GMP program borrows heavily from construction (the name ‘GMP’ is a common construction contract term) and is the easiest industry to compare it to. In construction, the risks associated with a fixed price contract are borne by the contractor. Similarly, Scholefield’s attorneys are banking on their expertise with construction law and the construction projects. The risk of its GMP contracts is borne by the law firm, not the client.

Scholefield notes, “It doesn’t take much research to see that other industries operate successfully in a fixed price environment.” This brings up an interesting question posed by Scholefield, “How long do attorneys think they can get away with an open-ended hourly billing system when their clients are feeling abused and not bashful about saying so?”

Is the legal landscape about to change? Scholefield is ready.

About Scholefield Associates, P.C.

A construction law firm representing developers, contractors and material suppliers in all things construction. Founded in 1998, the firm works throughout California. If you would like more information about this topic, or to schedule an interview, please contact: Bryan Weaver, Mgr. PR, Scholefield Associates, 619-544-0086 xt105 or bryan@construction-laws.com. Website: www.construction-laws.com.

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