

THOMPSON, THOMPSON & GLANVILLE, PLC

ATTORNEYS AT LAW

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FEES FOR BUSINESS LAW

Do you charge for the first meeting at Thompson, Thompson & Glanville?

Yes. I charge my hourly rate for business law consultations.

How much will the legal work cost me?

At the initial consultation, I will discuss your situation and go over your options, and you can then choose the best course of action for you. I will then provide you with a fee agreement describing my services and the fee that will be charged. This will either be a one-time "flat fee" for all of the legal work, or an hourly fee. If the scope of work changes, or if you require additional work that was not discussed in the initial consultation, we will prepare a new fee agreement for your signature prior to proceeding with additional legal services. The key here is "no surprises." We do not charge for incidentals, i.e. local postage, photocopying or telephone expenses. However, we will charge for extensive photocopying services, large mailings, mileage or other extra expenses.

What types of work are invoiced through flat fees and hourly fees?

For some straightforward business law matters, like forming a one-person LLC, we charge a **flat fee**. This work normally has a clear beginning and ending point, and we can estimate the amount of time it will take to complete the work. Most clients prefer knowing in advance how much they will be billed. Fee agreements such as these allow our clients to schedule as many appointments as necessary to complete the work to their satisfaction without being concerned about additional fees. For more complex business matters we charge a **retainer** against which the firm bills **hourly** for the legal work. The amount of the retainer depends upon how complicated the case will be.

What is your fee structure?

Hourly Fees:

Each staff member involved in a given matter keeps track of his or her time which is billed at a predetermined rate. The normal hourly rates charged by each staff member are:

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| Tracy M. Thompson, Attorney/Managing Partner | \$325.00/hour |
| Ryan T. Glanville, Attorney/Partner | \$300.00/hour |
| Laura H. Thompson, Attorney/Partner | \$250.00/hour |
| Deborah K. Sherman, Paralegal | \$140.00/hour |