

# Hello There and welcome to New Law Business Model!

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You've requested our Billion Dollar Fee Schedule ... and before you check it out, please read this in full to ensure that you use it in the right way. Using this fee schedule without proper context could do more harm than good, so please read this first.

**This fee schedule was created to guide clients to choose the right planning fee for them, based on their family dynamics, their assets and their needs, wants and desires.**

The way these packages are presented, and how you help your clients choose the right fee for them is part of the fee quoting system taught by New Law Business Model, and used by Personal Family Lawyer firms

As you'll see, each package has a set range, and part of quoting your fee means guiding your clients into the right package for them, and then using the plan design options to support them to choose the right fee for them, within the package that's right for them.

We have very specific, structured scripting for the way to do this in our fee quoting system that results in a near 100% engagement rate (at least 80% or it's not being used right) when presented as we teach.

This type of fee schedule (and the fee quoting system that goes with it) can be used with just about any practice area that can be systematized, such as divorce, bankruptcy, immigration, and real estate.

This fee schedule/fee quoting system does not work well for non-systematizable practice areas such as litigation. If you happen to be in one of those practices, and need more ideas on how to restructure your fees and business model, read the New Law Business Model book, written by Ali Katz, the creator of this fee schedule and fee quoting system.

**Now, how should you use this fee schedule and what makes it so effective?  
In a word: outcomes.**

1. **If you are still billing hourly, use this fee schedule to begin thinking about how you might package your services into 3 specific outcomes that would have a clear, defined value to the people who hire you.**
2. **If you have already moved beyond hourly, into flat fees, consider how you can create three different levels of flat fee packages that each have a different specific outcome, so you can begin getting paid for outcomes instead of documents.**
3. **Begin to think about flat fee ranges for each of those three distinct outcomes, and how you'd help clients choose between the 3 outcomes.**

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**Using this fee schedule our PFL member firms collect fees of on average \$4,500 - \$6,500 per client (sometimes, more, sometimes less), but on average ... and engage the prospects they meet with for a Family Wealth Planning Session, a minimum of 80% of the time -- though many do have a 100% engagement rate.**

Want to learn more?

**Read the New Law Business Model book.** Or, if you are clear you want to use our fee schedule + fee quoting system, to build your business using Life & Legacy Planning, **book a call with a Law Business Advisor here.**

# Family Wealth Plans

Our thoughtful estate planning packages provide various levels of protection, suited to your unique needs and goals.

**Fourth Dimension...Beyond The Living Trust** (Your fee schedule should be laminated in your office for use in every meeting.)

LEVEL ONE	LEVEL TWO	LEVEL THREE
<b>FAMILY PLAN</b>	<b>TRUST PLAN</b>	<b>WEALTH PLAN</b>
<p><b>For The Family Who...</b> Doesn't have assets that would have to go through the court process called probate, but do want to guarantee their minor children are well cared for no matter what, their health care wishes are turned into directives and their loved ones are able to access their assets using a durable power of attorney if they become incapacitated.</p>	<p><b>For The Family Who...</b> Wants the total assurance and peace of mind of knowing Family Wealth will be transferred to heirs with the most ease and convenience possible in the privacy of our office without court involvement.  Clients choosing the Trust plan may also opt to protect their beneficiary's inheritance from lawsuits, spouses and estate taxes.</p>	<p><b>For The Family Who...</b> Wants the total assurance and peace of mind of the Trust Plan AND also all comfort of knowing that assets transfers have been taken care of by our office.  This plan is appropriate for busy families who want the least amount of personal effort and the greatest amount of convenience and care. <b>WE DO IT ALL FOR YOU!</b></p>
<p><b>Your Family Plan...</b> Includes a Will, Health Care Directives &amp; Powers of Attorney so you know that you are well taken care of if anything happens as well as a Kids Protection Plan to ensure your children are always raised by the people you want, in the way you want and never taken out of your home by the authorities.  May include post-death trust planning to protect assets for the people you love.  We've got your family covered.</p>	<p><b>Your Trust Plan...</b> Provides peace of mind knowing we are here to guide you during life &amp; care for your family later.  The Trust Plan keeps your loved one's out of Court, all of your affairs totally private &amp; ensures your family can turn to us when necessary.  All asset transfers will be handled by you, with unlimited guidance and support from us. A Kids Protection Plan will be included if you have minor children.</p>	<p><b>Your Wealth Plan...</b> Includes all components of the Trust Plan PLUS we analyze how each of your assets is titled and handle all asset transfers for you to guarantee your plan works for your family.  We prepare a Family Wealth Inventory, complete all bank, brokerage, insurance and retirement account documents to transfer title and change beneficiaries.</p>
<p><b>Fee Level:</b> \$2,000 - \$4,000</p>	<p><b>Fee Level:</b> \$4,000 - \$6,000</p>	<p><b>Fee Level:</b> \$6,000 - \$8,000</p>