

Thank You Gifts for Referring Attorneys

I would like to send a token of appreciation to the attorneys who I have referred cases and the attorneys who refer me cases.

What types of things would you send or would appreciate receiving?

More cases.

Roger M. Rosen, California

Basket from edible arrangements.

Matthew Rosenthal

Not every lawyer and law firm are cut from the same mold. A thank you gift that might be welcome and appropriate for one lawyer may not be the right fit for another. You might not want to give every lawyer the same gift.

OTOH, you might want to create a signature gift that you give year after year. I remember one lawyer who always gave me a huuuuge bag of almonds, and I always looked forward to that gift. Another Solosezzer, Robert Merring, was known for his homemade Brazil nut fudge.

Everyone seems to be inundated with gifts and tokens of appreciation at Christmas time, and then ignored the rest of the year. Deb Matthews wrote one time that she sends Thanksgiving cards to get a head start on the season and to stand out from the deluge of Christmas cards. You could change the timing of your thank you gifts to some time of year when life is dull to make your gift stand out and be remembered.

jennifer j. rose, Mexico

I have gotten gift cards from members of this list for Starbucks and sporting goods stores--always a nice gesture. One thoughtful member took the time to locate a local running store in my town and got me a gift certificate, which was very much appreciated.

Kevin W. Grierson, Virginia

If your referring attorney is a good source of cases, you should know something about them - send them something meaningful and personal.

Bruce Wingate, New York

Local PI attorney to whom I refer cases sends me two gifts every year; one box of Topsail Island Fudge: <https://www.tideandweather.com/Fudge/>

Which I always appreciate; he sends that out this time of year (early to mid december) in fact I just got it on Monday and nearer Christmas he sends out a wine-cheese-cracker basket from local gift basket company; I don't drink but it's usually decent wine and gets used for cooking.

When I send gifts, I typically go thru Wine country gift baskets: <http://www.winecountrygiftbaskets.com/> which sends wine and none-wine gifts; if I know attorney drinks and it's small office, I'll send wine; if it's larger office and is likely to be shared by staff as opposed to kept by attorney I'll send non wine gift (i.e, bunch of candy and such).

Ronald Jones, Florida

This may be crazy and self-centered, but this year I am sending copies of my son's World War II biography to referring counsel (except those whom I know have already bought it). If they are not interested, they usually know someone who is interested in journalism or in that historical period, or just plain good nonfiction writing. In other words, they can regift it.

I am thrilled when anyone thinks of me. Perhaps the favorite gift I have received a few times is a basket of excellent cheeses from a gourmet shop – several cuts above the usual prepackaged cheddar triangles and cheese spreads.

Wendy Lascher, California

(From a 67 year old "geezer" attorney, 42 of which have been spent "in the trenches" in small-town USA):

I have always valued a firm handshake, a sincere thank you and mutual promises to refer cases to one another - often over an after-hours drink at a local pub - more valuable than any gift. The relationships built on mutual respect that you develop over the years with a handful of trusted colleagues are worth far more than any token gift.

Rod Klafehn, New York

I just received a box of cookies from www.dancingdeer.com from an attorney. Apparently, you can order through Costco. But the label says "Send personal business gifts" and has the website. The cookies were pretty good and I am more likely to eat this than Edible Arrangements.

Jonathan Stein, California