

Poll: Do it yourself or refer it out?

Relating to a few of the discussions on here over the past couple of weeks, here's a hypo.

Your current client comes in with a matter that is tangentially related to what you are currently working on, but clearly outside the scope of your current client/law firm agreement. You don't normally deal with that issue, but the client wants to hire you to do it anyway, because you are just so awesome.

So - do it yourself or refer it out?

I'm typically a refer it out person, but I was wondering what the rest of you do.

Sincerely,

Corrine Bielejeski, California

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It depends, but if I do it, it gets its own fee agreement. :)

All the best,

Ari Hornick

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It depends on what it is and why I wouldn't normally deal with it. If it is something I am comfortable handling, I'd probably handle it if I have the time. If it is something I could probably do but would take too much time or effort to bring myself up to speed, I'd likely refer. If I handle it, I'd have a new retainer agreement.

Liz

Elizabeth A. Ferguson, Michigan

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Co-counsel with the attorney you refer it out to. So, information gather do paperwork, discovery, etc. That way, you keep in contact with the client and do not look like you have disappeared on them. At the same time, realize that you will probably have unbilled time because when I have done this, I have directed my client to pay the attorney it is referred to, not me. You have to keep both parties happy. So, the business decision is how much do value this client to do everything you can to make sure that in the future they come back to you.

Joseph G. Bonanno, Massachusetts

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I do it myself as long as I feel comfortable handling it, and as long as client understands someone else might be able to do it better/cheaper.

Patrick W. Begos, Connecticut

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If it opens another line of business or is interesting, I do it myself.

That has led to interesting opportunities.

Mitchell Goldstein, Virginia