

CFO Roundtable

Topics of Discussion

- Alternative Fee Arrangements
- Reporting Tools
- Compliance with Internal Deadlines
- Increasing Demand for Discounts, Special Reporting, Unique Billing, etc.
- Cost Control
- Intrastate Taxes

Alternative Fee Arrangements

- The new reality?
- Is the billable hour dying?
- What are your experiences?
- Are tools in place to track the profitability in these arrangements?
- What percentage of your matters are 'alternative billed?'
- Can you share some arrangements?

Reporting Tools

- What is currently available to partners/shareholders?
- Do the partners/shareholders use them?
- Any incentives in place to encourage use?
- What is your success rates in encouraging utilization?

Compliance with Time Entry and Other Deadlines



- What is your policy?
- Success Stories?
- Failure Stories?
- Interesting Excuses?

Client Demand for Reduced Rates, Budgets, and Special Reporting



- At what point do you say 'no?'
- Is compliance difficult?

Cost Control

- Has the economic environment changed the culture of the firm?
- Anyone cut back benefits or retirement plan contributions?

Taxes

- States are becoming more aggressive in going after firms when their attorneys appear in out of state courts.
- What are firms doing to comply?

