

Are AFAs the New Standard?

A proponent and a skeptic discuss the issues

David Hill
City of Vancouver Legal Department
david.hill@vancouver.ca

John Alber
Bryan Cave LLP
john.alber@bryancave.com

Session Description

Recent economic pressures have resulted in increased interest in alternative fee arrangements. This is not new, but is it different this time? This session will explore whether alternative fees will really change the way lawyers bill clients, or if it will pass as the economy improves, and what it all means for both law firms and clients.

First, the Basics

What are AFAs?

- Do discounted rates count?
- Fixed fees
- Risk sharing
- Other

Points of View

- Different perspectives from which to view AFAs:
 - Governmental versus private and public companies
 - Law departments—the ACC perspective
 - Corporate governance and control
 - Corporate boards and executives
 - Law firm practicing lawyers
 - Law firm management
 - Law firm technology, finance, marketing and other departments
- David's and John's perspectives

KEY QUESTION

Is increased use of AFAs a transitory phenomenon, or has there been a reset?

Law 2020 Crystal Ball

- What will the law practice look like in 10 years?

Technologies

- What technologies will be needed to support the growth of AFAs

Questions/Discussion