

PROS & CONS TO UTILIZING FLAT FEE PAYMENT PRACTICES

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I. FIXED FEE PRACTICES

- A. Currently charges a flat fee on approximately 98% of all cases.
 - 1. Exceptions to this depend on the nuances of the case. If more risk, or particular circumstances requiring more time, then will charge an hourly fee.
- B. Always issue an Attorney Fee Agreement (AFA) to all clients.
 - 1. This clearly outlines the flat fee agreement and states that if there is additional work required after the initial filing of the application, there will be additional fees.
 - 2. Issue a new AFA for every step in the immigration process.
- C. PROS
 - 1. Don't have to worry about the clock.
 - 2. Can focus more on the case.
 - 3. Good to use once you are familiar enough with cases to know how much time you typically spend on them.
- D. CONS
 - 1. Sometimes spend more time than anticipated.
 - a. Unexpected situations come up causing more time to be spent on the case.
 - 2. Unreasonable clients.
 - 3. Sometimes taken advantage of.

II. NON-FIXED FEE CASES

- A. Never charge a flat fee on green card cases.
 - 1. There are several steps to this process, and every case takes a different amount of time.
- B. Never charge a flat fee on Requests for Evidence (RFE) from USCIS.
 - 1. Each RFE requests different items so almost impossible to gauge how much time will be required to respond.
- C. PROS
 - 1. Can get what you earn when cases take more time than originally anticipated.
- D. CONS
 - 1. Have to worry about the clock.
 - 2. Clients worry more about fees, and are more cautious to retain you.