

Speaker 1: *The clients that come to us are clients that really seek out a different level of service than they might get at a sort of big box corporate law firm. We're able to offer a competitive rate for clients that are sick and tired of that experience.*

What we wanted to provide is a level of service so that a client comes, meets us, knows that we are involved in every step of their case.

Speaker 2: *I think the concern that larger companies often have is whether a smaller boutique firm has the bandwidth. That's a reality at a small law firm. There's only so many hours in the day, there's only so many people in the firm.*

We actually kind of have developed a model to address that through an association of a number of counsel attorneys who are able to offer support. Or contract attorney's. As well as an affiliation with two other law firms in town where we almost are a modular law firm. Effectively over night we can go from an eight-man law firm to a 20-person law firm.

Speaker 1: *There have been a number of clients that have contacted, I know I've had conversations with Chris where clients have called him and said, "Why are our bills not higher? What's going on?" What we're doing is if there's not something specifically happening on the case at that moment, we'll let you know.*

Speaker 2: *People don't have endlessly deep pockets and litigation is often prohibitively expensive. And we take strains to balance those two competing forces. And we try to do a lot of work on the front end to determine what the strategy will be when the case does come to a resolution at trial even if it's two, three years later.*

Speaker 1: *So we have three former prosecutors. Now you've got three people who spent the first part of their career on their feet, every single day in court. And we sit here and strategize and talk about different things that might have to do with your case.*

Speaker 3: *We can't guarantee a result. But what we can guarantee is that we're going to work as hard as we possibly can for that client. And that goes for all our clients.*

Speaker 4: *It's a very hardworking firm and I think that the clients are going to get very good results with the attorneys that we have. Since we are smaller, we are able to, I think, communicate better and work isn't delegated between three or four attorneys. It's the same attorneys handling the same cases.*

Speaker 1: *A boutique law firm is different than any other type of firm because what we can do is operate on a small scale and do really specialized type of cases. We're trying to provide a value for what they pay.*