

WilmerHale Webinar: Questions Counsel Should Ask When Negotiating AFAs

MARCH 8, 2018

In-house attorneys routinely receive, review and compare alternative fee arrangement proposals and nearly all law firms regularly submit them, but parties often do not follow a systematic approach in developing a budget.

Join WilmerHale Partners Natalie Hanlon Leh, Greg Lantier and Mindy Sooter as they provide guidance to ensure that AFA proposals are meaningful and realistic to both clients and outside counsel. Speakers will discuss:

- when AFAs should—and should not—be utilized by clients and by outside counsel;
- ensuring that an AFA does not create a divergence of interests between client and outside counsel;
- avoiding common pitfalls for clients in AFAs; and
- how to know when outside counsel's AFA proposal lacks a solid foundation.

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Speakers



Gregory H. Lantier

PARTNER

 gregory.lantier@wilmerhale.com

 WASHINGTON DC

 + 1 202 663 6327



Mary (Mindy) V. Sooter

PARTNER

✉ mindy.sooter@wilmerhale.com

📍 DENVER

☎ + 1 720 274 3164

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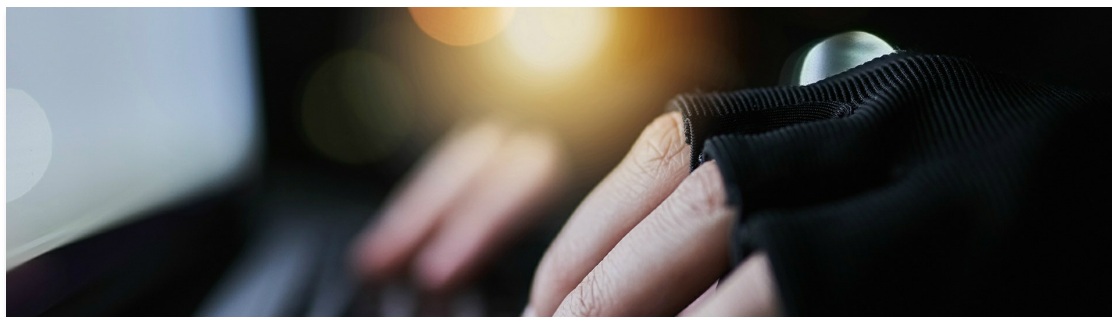
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