



FISHER ADAMS KELLY

PATENT & TRADE MARKS ATTORNEYS

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The Raw Edge

Debtors, Funding and clients.

HOW DO WE MANAGE?

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PSB Stats

- 41 discipline matters in last 5 years
- 18 involved account matters
- 12 complaints under \$5000
- \$4508 average amount in dispute



A scenario

- Client asks for overseas filings;
- Client has an average track record;
- You ask for money up front;
- Client pays a small amount;
- Client does not pay balance;
- Client promises that a big contract is coming;
- Associate terms fall due.



Some thoughts

- Be fair to your client;
- Give the best information you can up front;
- All you have to sell is time;
- Decide if you want to take a risk;