

# If you were my Attorney story

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Have you or anyone you know ever used the services of an attorney. Do you know how much they charge per hour? (Wait for a response) The national average is about 200.00 per hour.

So role-play with me. Here is what we are going to do. You're an attorney, and here's what I would like to set up with you.

I need some services from you but I cannot pay you 200 to 300 bucks per hour. I would like to pay you a small monthly fee. Kind of like my health insurance, kind of like my car insurance. I pay a little bit per month just in case something happens.

So here's what I want, ready? An 1800 number so that it is on your dime not mine. I need unlimited phone consultation per month. So what this means, if I need to call you about real estate, bankruptcy, taxes. I do not want to talk to a secretary or paralegal. I want to speak to an attorney that specializes in that field. How much is that worth to you \$ \_\_\_\_\_?

The next thing I want is Letter and phone calls on my behalf for example: I take my car to a mechanic and it runs worse then when I first took it in... what do we do? Get mad ...pay the bill...Well what I want is for your best lawyer to make a phone call for me ... or send him a letter Dear Mr. Mechanic (story) How much would you charge me for that \$ \_\_\_\_\_?

The next thing I want is letter and document review. Here is what that means. Never again will I sign a document that has not been reviewed by my attorney, rather it has to do with buying a car, leasing an apartment, a membership to a gym any thing. Let me ask you this, what do the rich do when they get a contract? What do they say? "Send it to my Attorney", Right? I want the same thing. How much would you charge me for that \$ \_\_\_\_\_?

I also want a will. I don't know about you but I'm not happy with every decision that California has made for me. I want to have a say so in who will raise my kids, who gets my money, etc... (Story) I want my will to reflect my current status. So, I want you to up date it for me each year. How could you put a price on that? How much would you charge me for that \$ \_\_\_\_\_?

The very last thing I want is nation wide coverage. For example, I have AAA if I need them out of state they don't send a California tow truck to help me. RIGHT? I want the same thing. If I need you anywhere my attorneys are there for me.... How much would you charge me for that \$ \_\_\_\_\_?

Close Ok we have a total of \$2000. Wow!! Well then John if this is all that we offered would you agree that this is worth \$36.00 or \$1.16 a day ?

If I show you how to get what you said you wanted would that interest you?