



Reduced time on monthly invoicing

Law firm needs to reduce time spent drafting, revising, and collecting on monthly invoices. Shift from hourly billing to membership and project engagements to significantly decrease time required for invoicing.



CHALLENGE

In the typical law practice, lawyers are spending 48% of their time on non-billable tasks, including generating, reviewing and sending invoices.



SOLUTION

The law firm engages with clients primarily on membership and project scopes, eliminating the need to review hours worked in order to invoice. Minimizing this tedious, time consuming, recurring task allows the firm to keep its time focused on delivering client work and marketing.



RESULT

By shifting to 90% membership / project fees, the firm reduced lawyer time on invoicing to approximately 30 minutes per month, with approximately 1-2 hours per month of non-lawyer time dedicated to invoicing (per \$1m of annual billing).



"Moving away from hourly billing means I don't have to spend my time creating hourly invoices and hounding clients for payment - instead, I get to focus my time on work that makes us more money and is much more satisfying. What a win!"

- A THRILLED ADVOS PRO CLIENT



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MEASURE WHAT MATTERS