

Name: _____

STANGE LAW FIRM ATTORNEY INITIAL CONSULTATION TEST

- 1.) What is the initial deposit for you on standard family law matters like divorce, paternity, motions to modify, contempt, adoptions, grandparent visitation, etc. (auto pay and non-auto pay)?

- 2.) What are the reduced initial deposits for you on orders of protection and family access motions (auto pay and non-auto pay)?

- 3.) Name at least three positive attributes of our firm that you would tell potential initial clients in an initial?

- 4.) In an initial consultation, your primary job is to _____.

- 5.) At the beginning of the initial consultation, after the introduction, you should:

- 6.) It's a good idea to tell potential clients our initial deposits and prices over the phone or early in the consultation? (True or False)

- 7.) What is the missing phase of the initial consultation? (Opening, Information Gathering, Questions, Give Game-Plan, Tell Client About Our Firm, Go Over Our Rates/Initial Deposits, _____.)

- 8.) If price comes up early in the conversation, you should _____

- 9.) It's a good idea to give a clear estimate during an initial consultation? (True or False) Please explain why _____

10.) What does IRAC stand for as it relates to client questions in an initial consultation?

11.) Explain how auto pay works at Stange Law Firm (and on what days does the credit card auto pay each month)? _____

12.) If somebody other than the client's credit or debit card is being used, who should sign the one-time credit card authorization or auto pay sheet?

13.) It's a good idea to have "Naysayer" talks with a client during an initial consultation? (True or False). Further, what is a "Naysayer" talk? _____

14.) It's a good idea to "Stonewall" during an initial consultation? (True or False). Further, what does stonewalling during an initial consultation mean: _____

15.) What does it (a) mean to mirror and show empathy to a client during an initial consultation and further (b) given an example of how to mirror and show empathy to a client who has just reported to you during an initial consultation that they want "50-50 custody" and "would be willing to reduce their work schedule to get it?"

A) _____

B) _____

16.) Which of these phrases are NOT okay to use in an initial consultation? _____

(a) We focus our practice in Family Law.

- (b) We are experts in Family Law.
- (c) We have limited our practice on Family Law.
- (d) We specialize in Family Law.
- (e) We have lots of experience in Family Law.

17.) If a client retains you on auto pay for a divorce, there are three blanks on the auto pay sheet. For an associate attorney, what number goes in the first blank (_____), what number goes in the second blank (_____) and what number goes in the third blank (_____).

18.) What does being an over-promiser mean and why is it problematic during initial consultations?

19.) Name five common reasons (of the many given) why some attorneys struggle during initial consultations?

20.) Answer this question for a potential client without knowing any facts: How long will my case take to get done? _____

Signature

Date