



News

Hinshaw Attorneys Cassidy Chivers, Jared Matheson and Susan Ye Author Article "Six Tips for Negotiating Fees"

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The Recorder

Cassidy E Chivers, Jared W. Matheson, attorneys in the [Lawyers for the Profession®](#) group at Hinshaw & Culbertson LLP, authored the article "Six Tips for Negotiating Fees," in *The Recorder*. The article summarizes six tips on how attorneys can discuss billing rates with new and existing clients. These tips include on not being afraid to ask for a higher rate with an existing client, researching the rates in your market, understanding your clients financial situation, understand your own situation to charge a rate that covers costs and is profitable, managing your clients expectations and knowing when a retainer is necessary.

Please visit *The Recorder's* website to read "[Six Tips for Negotiating Fees](#)" (subscription required).

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