

# THE CAR CRASH SEMINAR

July 28, 2016  
Austin, Texas

## **Should I Take the Case?**

How to manage client expectations - case selection - make a case rejection a win/win.

A lawyer is not a ...





## Meeting with the Prospective Client

- Spend the time now to give you the information you need to make a decision on whether to take the case.
- Don't be taking notes - have someone else do that.
- Ask broad open ended questions.
- Watch how they say it, not just what they say.
- If you don't have the time to spend on the meeting, don't waste your time or theirs.

## Look as well as Listen



Don't just hear what you want,



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Title search: Should I Take the Case? How to Manage Client Expectations - Case Selection - Make a Case Rejection a Win/Win.

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"Should I Take the Case?"