

Limiting Professional Liability – Here is One Popular Way

We need to make you aware of an industry that in today's economy is not only thriving but would really be described as the "Perfect Storm". Legal Plans being offered as Business Plans and as Employee Benefits have become the fastest growing segment of Optional Benefits. Next in line are plans to protect Employee Identity Theft. In this First Month of our Articles let's talk Legal Plans: Currently there are 3 basic ways to access the Legal system in today' market and they are:

Traditional Attorney access where you pay a retainer or a flat fee. You ask your question, have your letter written, contract reviewed, lawsuit fought, Etc. You carry all risk involved in choosing the right type of Attorney, extra costs due to unexpected time spent by that Attorney, and if you chose wrong the costs involved in paying for another Attorney to do it right. This method is 200 years old and is the most expensive.

Insurance Based and One-time cost Attorney Access. This is being offered by Hyatt (Metlife) and also in small local settings where there is one General Attorney and several Paralegals fielding your calls. This system uses Paralegals and Customer Service reps to field a heavy percentage of the calls, Generic research of the answer, generate a will, review Simple Docs, Etc. They will then allow you to go back to the Traditional Legal system and use an Attorney of your choice where you again assume the liability, but you will receive discounts from those Attorneys. Definitely a percentage better than Traditional Access but this system still has many glitches such as continued overbilling by Attorneys and it retains the liability of you choosing your own attorney.

Prepaid Legal Attorney Access. This is a 34 Year old company that completely changes the way you access the Legal system with over 100,000 Attorneys in system Nationwide. Clients pay a small monthly fee (\$15.95 – \$26.00 Family and \$75 Small Business) of which 30% goes to a Provider law firm in every state. Usually the Firm is one of the Largest and one of the Top Rated Firms in that state. That Law firm provides: Unlimited Consultation on Unlimited Subject Matters, Unlimited Letters and Phone Calls on behalf of the client, Unlimited Document Review (even up to 10 pages), A Free Comprehensive Will, Healthcare Power of Attorney, and Living Will for the Member and one for the Spouse or Dependants for \$20 and the same for yearly Updates. They offer Moving Traffic Violation legal help (see Website for more Info). A schedule of hours (60 – 75 per year increasing to over 300 after year 5) in case clients are sued on the job criminally or civilly, 50 Hours per year with a tax Attorney in case of Audit, and a 25% discount on anything not previously covered (Bankruptcies, Divorce, DUI, Etc.), and finally have over 60,000 online forms for the DIY client. Clients use a closed panel system in which they call their States Provider Law Firm (imagine Family Doctor) they diagnose or help with simple issues, for out of State or Specific Attorney Specialties they refer you to a tested in System Attorney or Law Firm. Prepaid Legal is the Watch Dog, and the provider Law Firms do not want to risk the Income Stream from services (In States Like California and Texas that's well over 1 Million per Month) so they go above and beyond for the clients, often going well outside of the contracted services to help the clients without costs.

How Clients use the products:

Businesses use: Low flat cost per month (\$75 for 50 employees and down) Unlimited Consultation and true answers, 1 Free Letter per Business Matter per year, Debt Collection Letters (10 per month), Contract Review (3 per month up to 10 pages), Document Review (3 per month up to 15 pages), Trial Defense up to 75 hours if your Business is named Defendant or Respondent, Reduced Fee services and Reduced contingency fees. If you are like many, in the past it was nothing to have spent a \$200 retainer every month on just a few questions or a letter going out. Now you can have a flat cost and can increase your use without increasing the costs.

Personal Use: “Perfect Storm” with clients and employees having more and more financial issues the people already on the service have increased call volume 300% in the past few months. People have mortgage issues, credit issues, landlord issues, higher divorce rates, bankruptcies, and every other legal life events due to increased costs and decreased pay including the massive unemployment issue affecting our country. The bottom line is these potential clients have nowhere to turn and they can’t afford the Traditional Legal System. The product has seen a 35% increase since this time last year and is rising, with over 100 companies a week offering it as an employee benefit, being added to the over 34,000 companies already in place.

In next month’s issue we will discuss How Identity Theft Protection Policies differ, what you need know to protect yourself and your Business and growing trends that may be directly affecting you. In the meantime please feel free to visit our website for more information www.bazzlebiz.com or contact us directly.

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