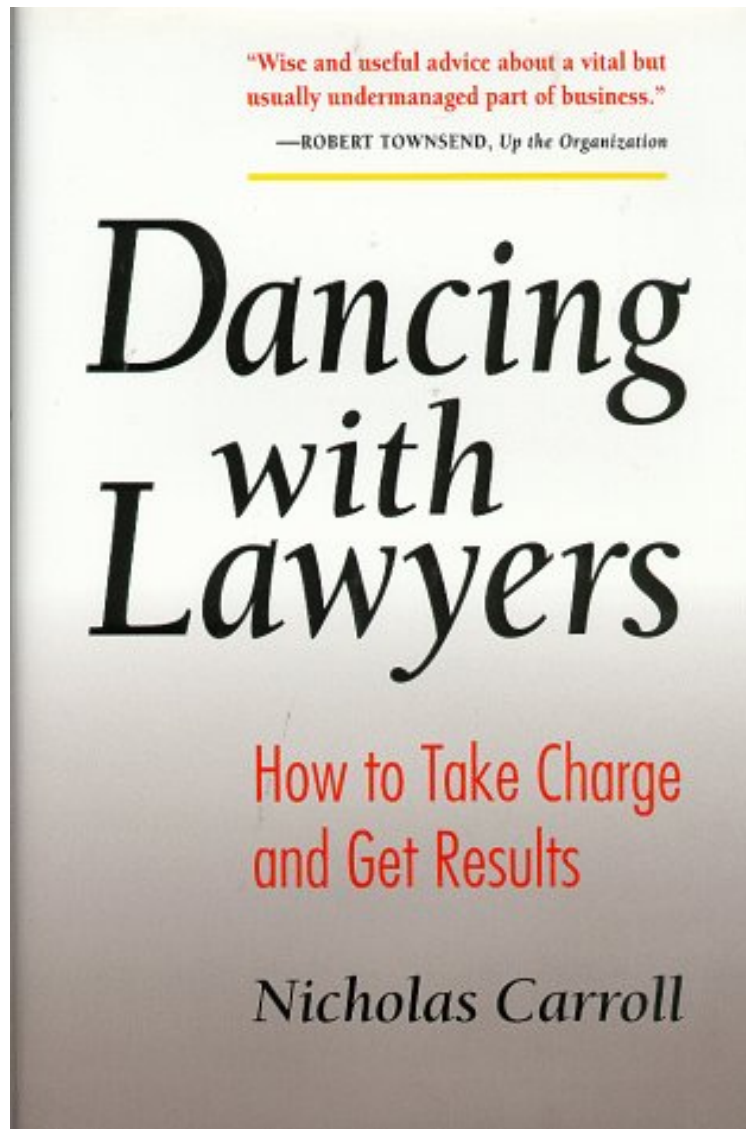


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## Dancing With Lawyers: How to Take Charge and Get Results

*Nicholas Carroll*

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regarding ways that lawyers may exaggerate their qualifications, underperform, and overbill. An overarching theme of the book is to see the big picture and take a pragmatic business approach, factoring in the costs of litigation and recognizing when it's best to resolve disputes with minimal or no use of lawyers - and when you do use lawyers, remember that you're the client, stay in control of the lawyer's work, and make key decisions yourself.<sup>2</sup> of 2 people found the following review helpful. Get This Book FirstBy JVThis book is an easy read and a must read for anyone who is hiring a lawyer for the first time, or wants to learn how to handle lawyers better than they have in the past. It shows you how to put yourself in the driver's seat instead of being at the mercy of the lawyer. I read the book then used the techniques to deal with a lawyer I hired for an estate dispute. I not only felt in control, I WAS in control. I was the employer, and the attorney was the employee, as it should be. Excellent information if you're new to the land of lawyers, and you need one for something greater than a speeding ticket.<sup>0</sup> of 2 people found the following review helpful. Suggested reading for anyone who hires a lawyerBy John M. ChapmanSuggested reading for anyone who hires a lawyer or hires anyone.Dancing With Lawyers: How to Take Charge and Get Results

Dancing with Lawyers covers choosing a lawyer or law firm, hiring a lawyer, negotiating the bill up front, preventing high legal bills, following up to make sure the job is finished on time, and - if necessary - firing your lawyer. Over the past 20 years the author has dealt with hundreds of lawyers of all types, including real estate, small business, corporate, copyright, trademark, divorce, and tax lawyers. Distilled from that experience, Dancing with Lawyers focuses on getting the best work for the least money with a business-like, non-confrontational attitude, simultaneously forewarning of the most common ways a lawyer can go astray.

From Library JournalIn this guide to taking charge of your lawyer and getting results, Carroll presents a practical client-centered approach to legal services and project management. He offers good advice to locating the right lawyer for your job, negotiating fees, and keeping the lawyer's nose to the grindstone; Carroll also includes insightful portrayals of law firm operations. Unfortunately, Dancing is poorly organized and difficult to use. It is not meant to be read cover to cover, yet no index points the reader to the section that answers his or her question. The author himself suggests browsing as a finding aid. Finally, the omission of illuminating anecdotes make this book less entertaining than it could be. An optional purchase.- Elizabeth Fielder Olson, Archer Greiner, Haddonfield, N.J. Copyright 1991 Reed Business Information, Inc. "Dancing with Lawyers shows the client how to lead without the lawyer stepping on their toes." -- The Houston Post"Dancing with Lawyers takes apart the legal profession with surgical--and often hilarious--precision. More important, it provides hugely valuable insights into managing the relationship in a cost- and business-effective way." -- The Nolo News, by Ralph Warner"A lively, world-wise guide to the demystification of the lawyer-client relationship." -- Michael Pertschuk, former Chairman, Federal Trade Commission"A no-nonsense approach, Dancing with Lawyers gets down to brass tacks. This straight-forward, readable book is full of practical advice." -- The Ft. Worth Star-Telegram"An absolute must for anyone hiring a lawyer, Dancing with Lawyers is the best book written on dealing with lawyers." -- Today's Business Journal, New York City"Carroll probably knows as much as anybody about lawyers." -- The New York Times"The message from this book is simple: it's the client who is boss, not the lawyer. It's a must for any reference shelf." -- The Atlanta Journal Constitution"With insight and wonderful cynicism, Carroll shows how to get the lawyer and the results you want." -- The Ottawa Citizen"Witty and irreverent, it offers simple ways for individuals and companies to supervise lawyers." -- The Globe and Mail, Editors' Choice