



Client Selection Issues

"With respect to client quality, the issues are two-fold. First, there are the often-discussed problems associated with inappropriate new client selection. Increasingly, however, we are seeing claims arising from situations in which [professionals] lose their objectivity ... often turning a blind eye to inappropriate behavior on the part of corporate clients or their management."

ALAS 2007 Annual Report, p. 10

It starts at the intake stage

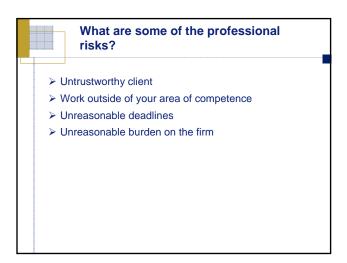
"Though it would certainly be a plus to be able to identify badnews clients before taking them on, it's not as if they walk in the door wearing a shirt that proclaims 'I'm about to become your worst nightmare.'

Instead, a lawyer who wishes to minimize the chances of picking a lemon should tailor his or her intake process to increase the odds of ending up with something a bit sweeter". Sullivan, "Canning Your Client", ABA Journal, March 2008, p. 52.

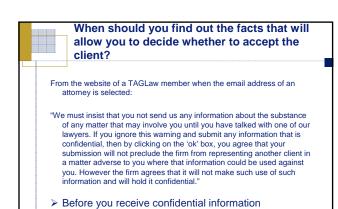












> Before you are engaged

