CHAIM STEINBERGER, P.C.

ATTORNEYS AT LAW

150 EAST 58TH STREET, SUITE 2701

NEW YORK, NEW YORK 10155

(212) 964-6100

FAX (212) 500-7559

www.theNewYorkDivorceLawyers.com

admin@tnydl.com

March 3, 2016

Doing Good Legal Work Takes Time
(Keeping clients "In The Know" takes time)

Dear Client:

I would like to take this opportunity to explain the reason and purpose for our conferences and meetings and the value you get from them.

As you may have heard me say, the people who've hurt me worst in my life are those who said, "Trust me! I know what's best for you." As a result, I never tell clients that I know what's right for them, or that I know better than they do what they really want. Every person has the right, indeed the responsibility, of self-determination, and of deciding what's best for themselves and attempting to achieve it.

To that end, I try to advise and inform clients about the different options available to them, and the advantages and disadvantages of each. I try to understand the client's goals and I explain the repercussions of each decision they consider making. I try to recognize and point out issues the client have overlooked so that they are also considered. After considering all of the options and angles, I give clients my best advice and recommendation about which will best suit their goals with a minimum of anguish and cost.

Doing all this, obviously, takes time. It would be quicker (and therefore cheaper) to be more directive, to decide what needs to be done and then to do it, without devoting the time that consultations, explanations and discussions require. But the results would not be the same. Our clients would be deprived of the power of self-determination.

People are empowered and feel more in control when they understand what's going on and why. So even with the same physical results, a person feels more comfortable if the decision was their own and not one thrust upon them. This, in itself, justifies the time it takes to discuss and explain what's going on and why.

Moreover, in all complicated matters–and any adversarial process is certainly complicated–the more time you devote to the matter, the deeper and more clearly you understand it. (This was recently highlighted for me when, in about the 150th hour of writing an article, I gained additional insight into the issue I was writing about, that I hadn't had 50 hours before.) Thus, in

addition to helping the client understand the available options and their likely outcomes, the time we spend "chewing the issues" or "turning the cube" to analyze the situation from all angles, also helps us gain a deeper, better, more thorough understanding of the case and to develop better strategies. As I've learned, sometimes there is value to tossing and turning all night thinking about a case. A strategy that I come up with at 4:00 a.m., was not visible to me the evening before.

One final note. Sometimes we learn better by absorbing the lesson of a story rather than hearing a "rule of law." As a result, I will often relate strategies I've successfully employed in the past, to show clients what options are possible. Often, clients come to me only when they think they no longer have any choices left. If I can expand the range of options and open different possibilities, new opportunities might arise which might better result in the client's preferred outcome.

Of course if you decide that, in your case, you don't want all this, feel free to tell me, "Chaim, I trust you to take care of this. You don't need to discuss the options with me, and I want you to decide what tack to take, and to implement it. I prefer not to be involved in my lawsuit. So just tell me what I need to do to help out, but otherwise, I want you to make the decisions and get it done, as much as possible, without me. I will pay you as we go along but, otherwise, try to keep me out of it." If that is what you want, I will oblige, and I will carry the burden and minimize yours to whatever extent you want.

Chaim