

If you were my Attorney story

Dave, have you or anyone you know ever used the services of an attorney? Do you know how much they charge per hour? *Wait for a response.* “I have found out that the national average is about \$200.00 per hour.” Please role-play with me! Here is what we are going to do. Pretend that you’re an attorney, and here’s what I would like to set up with you:

I need some services from you but I cannot pay you \$200 per hour because I don’t earn \$200.00 dollars per hour! I would however like to make an arrangement with you and pay a small flat monthly fee instead. Something similar to what I have with my car and health insurances, I pay a small flat monthly fee just in case something happens and I need them!

This is what I want, ready? *First of all, I want a toll free number!* I want access to unlimited phone consultations for any personal or business question whatsoever every single month. What this means is that if I need to talk to you about any personal matter or business issue whatsoever you will take my call! I do not want to talk to a secretary or paralegal. I want to speak with you or an attorney that specializes in the field concerned! How much would you charge me for this service? \$_____.

Next benefits I want are: *Letters and phone calls made on my behalf to third parties.* For example: If I take my car to a mechanic and after repairs it runs worse then when I first took it in... What do I do? Get mad or pay the bill? From now on what I want is for you or your best Lawyer to make a phone call for me or send a letter on my behalf to this person demanding that my rights be respected! How much would this cost me? \$_____.

Further benefits I want are: *Contracts and documents reviewed.* What this means is that I will never again sign a contract or document that has not been reviewed by my attorney! Before I buy, sell, rent or lease anything I would like to have you review it and advice me accordingly! Let me ask you this question: What do the wealthy do when they are handed a contract or document? What do they say? “Send it to my Attorney,” Right? I want the same thing! How much would you charge me for this benefit? \$_____.

I also want a: *Living Will prepared right away.* I don’t know about you, but I’m not happy with every decision that the State of California has made for me! I want to have a say so in who will raise my kids, who gets my money etc... I want for my Will to reflect my current status! So, I want for you to update it every year for me at no additional cost. How could you put a price on that? How much would you charge me for this? \$_____.

The very last benefit I want is: *Nation wide coverage.* For example, I have AAA. If I need them out of state, they don’t send a California tow truck to help me- right? I want the same protection! If I need help anywhere in the USA I want for you to provide an Attorney to be there for me! How much would you charge me for this service? \$_____.

Finally, let’s add it all up-Ok? *We come up with a total of \$_____* That’s a lot of money! Well then, if these benefits were all that the Pre-paid Legal Services membership offered would you agree that it is definitely worth \$_____ a month?

Close: *Dave, this is exactly what the Pre-Paid Legal Services membership offers!*

This is what it costs, \$_____ a month.

Would you like to protect yourself and/or your family with it-yes or no?