

32 Point Compensation Lawyer Evaluation Checklist.

INSTRUCTIONS

Fill out this form for each law firm you are thinking of engaging. We have already completed our section. For each area where the second and third choice achieve a better result give that firm a point. For example, if they have more lawyers than MCW Legal give them one point. At the end tally the points up to see who is the most suitable choice.

| SUCCESS CRITERIA | CLIENT BENEFITS | MCW LEGAL | PTS | SECOND CHOICE | PTS | THIRD CHOICE | PTS |
|--|---|---|---|---|-----|---|-----|
| EXPERIENCE | | | | | | | |
| 1. No. of lawyers 2. Combined post admission years of experience 3. No. of accredited specialist lawyers 4. Defendant and Plaintiff experience? | <ul style="list-style-type: none">Shorter claim timesGreater compensationCertainty that you have the best in the industry.Treated as an individual, not a file or billing target. | 1. 39 lawyers dedicated to injury claims (25 defendant and 14 plaintiff) 2. Combined 180 years of post-admission experience in plaintiff personal services 3. 5 accredited specialist compensation lawyers 4. We are the only firm to know both sides of injury claims(defendant and plaintiff) inside and out. We know how to meet and beat the opposition's tactics. | + 1 + 1 + 1 + 1 | 1. <input type="text"/> 2. <input type="text"/> 3. <input type="text"/> 4. <input type="text"/> | | 1. <input type="text"/> 2. <input type="text"/> 3. <input type="text"/> 4. <input type="text"/> | |
| AWARDS | | | | | | | |
| 1. Insurance 2. Wills & Estates 3. Tax 4. Property 5. Family 6. Firm-wide | <ul style="list-style-type: none">You don't have to rely on your own judgment. Let an independent third party endorse the firm's reputation.Let someone else to the hard task of auditing the firm and use their information to make a well-educated decision.Know you have the best in the business. | 1. 29 awards from Doyle's Guide; 3 awards from Best Lawyers; Lawyer's Weekly Insurance Team of the Year 2. 6 awards from Doyle's Guide; 1 award from Best Lawyers 3. 1 award from Doyle's Guide 4. 3 awards from Doyle's Guide; 2 awards from Best Lawyers 5. Partner of the Year Award 6. Employer of Choice Award 2016, JLT Employee Health and Wellbeing Finalist 2016 | + 1 + 1 + 1 + 1 + 1 + 1 | 1. <input type="text"/> 2. <input type="text"/> 3. <input type="text"/> 4. <input type="text"/> 5. <input type="text"/> 6. <input type="text"/> | | 1. <input type="text"/> 2. <input type="text"/> 3. <input type="text"/> 4. <input type="text"/> 5. <input type="text"/> 6. <input type="text"/> | |
| COST | | | | | | | |
| 1. No Win, No Fee 2. Disbursements 3. Capped price fees 4. Monthly fee estimates 5. Cost assessor guarantee 6. No uplift charge (extra fees charged for claims longer than 2 years) 7. No in-house counsel (no barrister on staff) | 1. No risk for you. You are not liable for your legal fees if your matter is not successful 2. No out-of-pocket expenses (the firm will cover them for you) 3. Maximise your compensation. Avoid picking a lawyer that charges the FULL 50 percent of your compensation in fees. 4. Feel in control of your lawyer's fees, even though it's No Win, No Fee 5. Price guarantee. Don't feel embarrassed or frustrated because you have paid too much. Be crystal clear whether you are getting a good deal on your lawyer's fees. 6. You are not charged more because your claim is taking a long time to settle. 7. In-house counsel are often very expensive and can expose your claim to risks such as poor negotiation. | <input type="checkbox"/> We are No Win, No Fee <input type="checkbox"/> All disbursements are paid by us <input type="checkbox"/> As an internal rule, our fees are capped at 35% of your total compensation sum. This is much lower than what is legally allowed (50%) and charged by most firms. The insurer will likely even pay some of our fees. <input type="checkbox"/> All you need to do is ring and ask for fee total <input type="checkbox"/> We guarantee our fees will be lower than what an external assessor has valued them at. Think of buying a car at its list price vs. negotiating that price down (but we have done the negotiating already). <input type="checkbox"/> No uplift charges. Our client agreement does not have the usual 25% uplift fee which some law firms charge on top of their legal fees. <input type="checkbox"/> We never use in-house counsel. Instead we hire them on a ad hoc basis to save you money and ensure we can choose the best from a pool of 500 barristers. | + 1 + 1 + 1 + 1 + 1 + 1 + 1 | <input type="checkbox"/> <input type="text"/> <input type="checkbox"/> <input type="text"/> <input type="checkbox"/> <input type="text"/> <input type="checkbox"/> <input type="text"/> <input type="checkbox"/> <input type="text"/> <input type="checkbox"/> <input type="text"/> <input type="checkbox"/> <input type="text"/> | | <input type="checkbox"/> <input type="text"/> <input type="checkbox"/> <input type="text"/> <input type="checkbox"/> <input type="text"/> <input type="checkbox"/> <input type="text"/> <input type="checkbox"/> <input type="text"/> <input type="checkbox"/> <input type="text"/> <input type="checkbox"/> <input type="text"/> | |

| SUCCESS CRITERIA | CLIENT BENEFITS | MCW LEGAL | PTS | SECOND CHOICE | PTS | THIRD CHOICE | PTS |
|--|--|---|-----|------------------------|-----|------------------------|-----|
| SERVICE INITIATIVES | | | | | | | |
| 1. In-home visits | <ul style="list-style-type: none">Fits into your schedule. No parking, no wait times. All the information will be at home anyway.Go through your whole file whenever and wherever you need. Feel in control of your claim.Avoid the embarrassment and shock of having an insurer deny a major part of your claim because of an inexperienced negotiator (e.g. paralegal). This could have a massive impact on your compensation.Allows you to organise your life around appointments. Take one more thing off your to-do list. | <div><div></div>In-home visits available</div> | + 1 | <div><div></div></div> | | <div><div></div></div> | |
| 2. Online data access | | <div><div></div>All data is able to be emailed to you.</div> | + 1 | <div><div></div></div> | | <div><div></div></div> | |
| 3. Lawyer or paralegal | | <div><div></div>We only use qualified lawyers to negotiate your claim</div> | + 1 | <div><div></div></div> | | <div><div></div></div> | |
| 4. Pre-scheduled medical reviews and SMS reminders | | <div><div></div>We get the insurer to pay for all costs related to your scheduling of medical reviews and SMS reminders, and your travel costs for you to attend these reviews</div> | + 1 | <div><div></div></div> | | <div><div></div></div> | |
| FAST CLAIM TIMES | | | | | | | |
| 1. Systems and Workflows | 1. Shorter claim times 1. Reduced legal fees | <div><div></div>1. “Claim Path” is our internal workflow solution that ensures your claim is always progressing.</div> | + 1 | <div><div></div></div> | | <div><div></div></div> | |
| 2. Precedents | 2. Reduces mistakes and human error 2. Don’t pay for work we have done before. | <div><div></div>2. We have an in-house lawyer dedicated the development of precedents.</div> | + 1 | <div><div></div></div> | | <div><div></div></div> | |
| 3. Claim Journey Map | 3. Don’t be confused about the next step. Have a claim process map. | <div><div></div>3. We provide a bespoke claim journey map detailing key milestones and processes for you at start of your claim</div> | + 1 | <div><div></div></div> | | <div><div></div></div> | |
| CLAIM MAXIMISING SERVICES | | | | | | | |
| 1. Tax and Superannuation Advice | 1. While your compensation is not taxable, any earnings on it are. Have you considered whether your compensation has been invested in the right tax and superannuation structure to avoid the ATO penalising you. 2. If you are considering using your compensation to pay for your mortgage or invest in a property they are a number of considerations that will extend the lifetime of your compensation. 3. Ensure any lump sum compensation amounts are dealt with appropriately and go to the intended beneficiary should something happen to you. 4. Make sure any compensation is protect by the appropriate family law provisions. | You will have access to our extended specialist services including: 1. Dedicated tax and super team with 2 partners and 11 staff in total. Our tax and super team has a particular understanding of small businesses. Don’t lose your compensation through poor tax decisions. 2. Dedicated property team with 3 partners and 10 staff in total 3. Dedicated Wills & Estates team with 2 partners and 11 staff in total. 4. Dedicated Family Law team with 1 partner and 8 staff in total | + 1 | <div><div></div></div> | | <div><div></div></div> | |
| 2. Property Advice | | | + 1 | <div><div></div></div> | | <div><div></div></div> | |
| 3. Wills & Estates Advice | | | + 1 | <div><div></div></div> | | <div><div></div></div> | |
| 4. Family Law Advice | | | | | | | |
| FIRM STABILITY | | | | | | | |
| 1. Size | 1. Having a number of lawyers assess complex parts of your claim means your claim is always moving in the right direction. | 1. 300 staff in total | + 1 | <div><div></div></div> | | <div><div></div></div> | |
| 2. National | 2. Accessibility even when you are on holidays or inter-state. Make it easy to access the best experts in every city to help prove your case. | <div><div></div>2. Yes, offices in Brisbane, Maroochydore, Southport, Sydney, Canberra, Melbourne and Adelaide</div> | + 1 | <div><div></div></div> | | <div><div></div></div> | |
| 3. International | 3. If you need assistance overseas, call into any office in the city you are in. | <div><div></div>3. Affiliation with Globalaw, a network of connected law firms in 85 countries</div> | + 1 | <div><div></div></div> | | <div><div></div></div> | |
| 4. Years in operation and number of owners | 4. Know that your case will not be bounced around to other firms and rest easy with the understanding your firm is financially sound. | 4. In operation since 1975. We have 18 owners. We are not a publicly listed company on the ASX. | + 1 | <div><div></div></div> | | <div><div></div></div> | |
| TOTAL | | | 32 | TOTAL | | TOTAL | |