



THE PRINZ LAW OFFICE
BILLING RATE OPTIONS

1. Standard Hourly Billing Rate Option

\$395/hr Standard retainer is \$5000 required for all new clients. Exceptions made only when clients can prove to firm's satisfaction that they have excellent credit and will not be a credit risk to firm. Retainer may be required to be replenished when exhausted before work can continue, depending on credit risk. Firm will discontinue work on all invoices that have not been paid within 45 days of the invoice, and will submit to collections any invoices that have not been paid within 90 days of the invoice. Firm has early payment discount in the amount of 3.5% to be applied to the next month's invoice.

2. Fixed Billing Rate Options

Retainer required in amount of fixed rate selected plus \$2500 to cover any extra requests not covered a fixed fee (except \$2500 will not be required if client purchases complete package). \$2500 amount will be required to be replenished when exhausted before work can be completed. Any additional requests made which are not specifically included in fixed fee, including but not limited to in-person meetings, additional conference calls or emails with client, or third party negotiations by email or phone will be billed at standard hourly rate unless you ask ahead of time for the flat fee for such additional work, pay such fixed fee, and sign an additional fixed fee agreement. All such hourly time will be billed at end of month and clients will have the standard thirty day period to pay the invoice. Firm will discontinue work on all invoices that have not been paid within 45 days of the invoice, and will submit to collections any invoices that have not been paid within 90 days of the invoice.

(a) Non-Disclosure Agreement

\$460 Review of one already drafted agreement/one conference call to discuss. Client allowed one email to set up call time. Only attorney emails included are to set up call time and to provide review of agreement.

\$685 Providing one draft of customized form agreement/one conference call to discuss. Client allowed one email to set up call time and one email to provide custom information. Only attorney emails included are to set up call time and to provide new draft/version of agreement.

\$385 Providing new draft or new version of any customized form agreement prepared by attorney/one conference call to discuss. Client allowed one email to set up call time and one email to provide new information. Only attorney emails included are to set up call time and to provide new draft/version of agreement.

(b) Copyright

\$915 Drafting/ filing one copyright registration form (does not include fees to Copyright Office, which need to be paid before filing). Client allowed three emails to provide information in form and one email following review. Attorney may provide up to three emails requesting information or sending draft registration for review. No calls included.

\$455 Recording one assignment with Copyright Office Client allowed up to two emails and attorney may provide up to three confirming any information. No calls included.

- \$175 Recording any subsequent assignment; does not include fees to Copyright Office, which must be paid before filing. Client allowed up to two emails and attorney may provide up to three confirming any information. No calls included.
- \$910 Drafting customized assignment of copyright form. One conference call to discuss. Attorney will make single set of revisions following call. Client allowed one email to provide information to attorney and one email to set up conference call time. Attorney allowed three emails: one to send first draft, one to confirm call time, and one to send final draft following call.
- \$175 Drafting any subsequent version or draft of assignment. Client allowed one email to provide information to attorney; attorney allowed one email to send draft to client.
- \$830 Conference call meeting to negotiate terms of agreement with third party. Only emails included are to set up/ confirm time of call.

(c) Drafting Evaluation Agreement

- \$3625 Drafting one customized evaluation agreement. Client allowed two conference calls to discuss (one pre-drafting call and one post drafting call). Attorney will provide one set of revisions. Client allowed up to two emails: one to provide information for agreement and one to confirm call time. Attorney allowed three emails to: one email to send draft, one email to confirm call time, and one email to send revisions.
- \$1865 Drafting new evaluation agreement based on form agreement previously created by The Prinz Law Office. Client allowed one call to discuss revisions post-drafting. Attorney will provide one set of revisions after call. Client allowed up to two emails: one to provide information for agreement and one to confirm call time. Attorney allowed three emails: one email to send original draft, one email to confirm call time, and one email to send revisions.
- \$830 Conference call meeting to negotiate terms of agreement with third party. Only emails included are to set up/ confirm time of call.
- \$1255 Reviewing and redlining any additional version of custom drafted agreement. Client allowed one conference call to discuss redline with attorney. Attorney will provide one set of comments/revisions. Client allowed one email to provide information to attorney and one to confirm call time. Attorney allowed two emails: one email to confirm call time, and one email to send revisions or feedback.

(d) Drafting License or Collaboration Agreement

- \$5695 Drafting one customized license or collaboration agreement. Client allowed two conference calls to discuss (one pre-drafting call and one post-drafting call). Attorney will provide one set of revisions. Client allowed up to two emails: one to provide information for agreement and one to confirm call time. Attorney allowed three emails: one email to send original draft, one email to confirm call time, and one email to send revisions.
- \$2280 Drafting new license or collaboration agreement based on form agreement previously created by The Prinz Law Office. Client allowed one call to discuss revisions post-drafting. Attorney will provide one set of revisions after call. Client allowed up to two emails: one to provide information for agreement and one to confirm call time. Attorney allowed three emails: one email to send original draft, one email to confirm call time, and one email to send revisions.
- \$830 Conference call meeting to negotiate terms of agreement with third party. Only emails included are to set up/confirm time of call.
- \$1255 Reviewing and redlining any additional version of custom drafted agreement. Client allowed one conference call to discuss redline with attorney. Attorney will provide one set of comments/ revisions. Client allowed one email to provide information to attorney and one to confirm call time. Attorney allowed two emails: one email to confirm call time and one email to send revisions or feedback.

\$12420 Complete Package: Drafting one customized license or collaboration agreement and

negotiating agreement with third party. Includes conference calls with client to discuss agreement and strategy and negotiating agreement with third party by telephone. Client allowed unlimited reasonable emails and calls regarding such agreement., and attorney will provide unlimited reasonable responses.

(e) Drafting Development Agreement

- \$4660 Drafting one customized development agreement. Client allowed two conference calls to discuss (one pre-drafting call and one post-drafting call). Attorney will provide one set of revisions. Client allowed up to two emails: one to provide information for agreement and one to confirm call time. Attorney allowed three emails: one email to send original draft, one email to confirm call time, and one email to send revisions.
- \$2280 Drafting new development agreement based on form agreement previously created by The Prinz Law Office. Client allowed one call to discuss revisions post-drafting. Attorney will provide one set of revisions after call. Client allowed up to two emails: one to provide information for agreement and one to confirm call time. Attorney allowed three emails: one email to send original draft, one email to confirm call time, and one email to send revisions.
- \$830 Conference call meeting to negotiate terms of agreement with third party. Only emails included are to set up/confirm time of call.
- \$1255 Reviewing and redlining any additional version of agreement. Client allowed one conference call to discuss redline with attorney. Attorney will provide one set of comments/ revisions. Client allowed one email to provide information to attorney and one to confirm call time. Attorney allowed two emails: one email to confirm call time and one email to send revisions or feedback.
- \$11385 **Complete Package: Drafting one customized development agreement and negotiating agreement with third party. Includes conference calls with client to discuss agreement and strategy and negotiating agreement with third party by telephone. Client allowed unlimited reasonable emails and calls regarding such agreement, and attorney will provide unlimited reasonable responses.**

(f) Drafting Patent Purchase Agreement

- \$9315 Drafting one customized patent purchase agreement. Client allowed two conference calls to discuss (one pre-drafting call and one post-drafting call). Attorney will provide one set of revisions. Client allowed up to two emails: one to provide information for agreement and one to confirm call time. Attorney allowed three emails: one email to send original draft, one email to confirm call time, and one email to send revisions.
- \$830 Conference call meeting to negotiate terms of agreement with third party. Only emails included are to set up/confirm time of call.
- \$1255 Reviewing and redlining any additional version of agreement. Client allowed one conference call to discuss redline with attorney. Attorney will provide one set of comments/ revisions. Client allowed one email to provide information to attorney and one to confirm call time. Attorney allowed two emails: one email to confirm call time and one email to send revisions or feedback.
- \$17595 **Complete Package: Drafting one customized patent purchase agreement and negotiating agreement with third party. Includes conference calls with client and client's patent attorney to discuss agreement and strategy and negotiating agreement with third party by telephone. Client allowed unlimited reasonable emails and calls regarding such agreement, and attorney will provide unlimited reasonable responses.**

(g) Drafting Services Agreement

- \$3415 Drafting one customized form services agreement. Client allowed two conference calls to discuss (one pre-drafting call and one post-drafting call). Attorney will provide one set of revisions. Client allowed up to two emails: one to provide information for agreement and one to confirm call time. Attorney allowed three emails: one email to send original draft, one email to confirm call time, and one email to send revisions.
- \$1480 Drafting new services agreement based on form agreement previously created by The Prinz Law Office. Client allowed one call to discuss revisions post-drafting. Attorney will provide one set of revisions after call. Client allowed up to two emails: one to provide information for agreement and one to confirm call time. Attorney allowed three emails: one email to send original draft, one email to confirm call time, and one email to send revisions.
- \$830 Conference call meeting to negotiate terms of agreement with third party. Only emails allowed are to set up/confirm time of call
- \$915 Reviewing and redlining each additional version of agreement. Client allowed one conference call to discuss redline with attorney. Attorney will provide one set of comments/ revisions. Client allowed one email to provide information to attorney and one to confirm call time. Attorney allowed two emails: one email to confirm call time and one email to send revisions or feedback.
- \$4585 **Complete Package: Drafting new services agreement based on form agreement previously created by The Prinz Law Office and negotiating agreement with third party. Includes conference calls with client to discuss agreement and strategy and negotiating agreement with third party by telephone. Client allowed unlimited reasonable emails and calls regarding such agreement, and attorney will provide unlimited reasonable responses.**
- \$6525 **Complete Package: Drafting one new customized services agreement and negotiating agreement with third party. Includes conference calls with client to discuss agreement and strategy and negotiating agreement with third party by telephone. Client allowed unlimited reasonable emails and calls regarding such agreement, and attorney will provide unlimited reasonable responses.**

(h) Reviewing and Redlining Agreements (other than Non-Disclosure Agreements)

- \$1970 Reviewing and redlining one agreement one to two pages (initial redline will raise all possible issues in agreement). Client allowed one conference call to discuss redline with attorney. Attorney will provide one set of comments/ revisions. Client allowed one email to provide information to attorney and one to confirm call time. Attorney allowed two emails: one email to confirm call time and one email to send revisions or feedback.
- \$2395 Reviewing and redlining one agreement three to five pages (initial redline will raise all possible issues in agreement). Client allowed one conference call to discuss redline with attorney. Attorney will provide one set of comments/ revisions. Client allowed one email to provide information to attorney and one to confirm call time. Attorney allowed two emails: one email to confirm call time and one email to send revisions or feedback.
- \$2960 Reviewing and redlining one agreement five to ten pages in length (initial redline will raise all possible issues in agreement). Client allowed one conference call to discuss redline with attorney. Attorney will provide one set of comments/ revisions. Client allowed one email to provide information to attorney and one to confirm call time. Attorney allowed two emails: one email to confirm call time and one email to send revisions or feedback.
- \$3645 Reviewing and redlining one agreement ten to fifteen pages in length (initial redline will raise all possible issues in agreement). Client allowed one conference call to discuss redline with attorney. Attorney will provide one set of comments/ revisions. Client allowed one email to provide information to attorney and one to confirm call time. Attorney allowed two emails: one email to confirm call time and one email to send revisions or feedback.
- \$4330 Reviewing and redlining one agreement fifteen to twenty pages in length (initial redline will raise all possible issues in agreement). Client allowed one conference call to discuss

redline with attorney. Attorney will provide one set of comments/ revisions. Client allowed one email to provide information to attorney and one to confirm call time. Attorney allowed two emails: one email to confirm call time and one email to send revisions or feedback.

- **\$5010 Reviewing and redlining one agreement twenty to twenty-five pages in length (initial redline will raise all possible issues in agreement). Client allowed one conference call to discuss redline with attorney. Attorney will provide one set of comments/ revisions. Client allowed one email to provide information to attorney and one to confirm call time. Attorney allowed two emails: one email to confirm call time and one email to send revisions or feedback.
- \$830 Conference call to negotiate terms of agreement with third party. Only emails allowed are to set up/confirm time of call.
- \$1255 Reviewing and redlining any additional version of agreement. Client allowed one conference call to discuss redline with attorney. Attorney will provide one set of comments/ revisions. Client allowed one email to provide information to attorney and one to confirm call time. Attorney allowed two emails: one email to confirm call time and one email to send revisions or feedback.

*** For a price rate to review a larger agreement, please request quote.*

(i) Licensing Preparation

- \$2850 Scheduling to up to three client phone calls and responding to up to ten client emails to assist client in preparing for an anticipated licensing negotiation. Calls and emails may address elements of a licensing deal, potential issues that are likely to come up in a negotiation, and negotiation strategy. This package is not designed to cover the negotiation itself, but is designed to help entrepreneurs in particular get ready for the negotiation.

(j) Drafting/ reviewing and revising Website Terms and Conditions, Terms of Use, and Privacy Policy.

- \$2280 Drafting or reviewing and revising Website Terms and Conditions. Client allowed two conference calls to discuss (one pre-drafting call and one post-drafting call). Attorney will provide one set of revisions. Client allowed up to two emails: one to provide information for agreement and one to confirm call time. Attorney allowed three emails: one email to send original draft, one email to confirm call time, and one email to send revisions. Each of Website Terms and Conditions, Terms of Use, and Privacy Policy will be treated as a separate matter.
- \$1255 Each subsequent set of revisions to Terms and Conditions or Privacy Policy or Terms of Use drafted or revised by The Prinz Law Office. Client allowed one conference call to discuss draft with attorney. Client allowed one email to provide information to attorney and one to confirm call time. Attorney allowed two emails: one email to confirm call time and one email to send revisions.

(k) Drafting Custom Waiver and Release of Claims

- \$1660 Drafting custom waiver and release of claims. Client allowed two conference calls to discuss (one pre-drafting call and one post-drafting call). Attorney will provide one set of revisions. Client allowed up to two emails: one to provide information for agreement and one to confirm call time. Attorney allowed three emails: one email to send original draft, one email to confirm call time, and one email to send revisions.
- \$1255 Reviewing and redlining each additional version of agreement. Client allowed one conference call to discuss redline with attorney. Attorney will provide one set of comments/ revisions. Client allowed one email to provide information to attorney and one to confirm call time. Attorney allowed two emails: one email to confirm call time and one email to send revisions or feedback.
- \$830 Conference call meeting to negotiate terms of agreement with third party. Only emails allowed are to set up/confirm time of call.

\$4765 **Complete Package: Drafting one customized release and waiver of claims and negotiating agreement with third party. Includes conference calls with client to discuss agreement and strategy and negotiating agreement with third party by telephone. Client allowed unlimited reasonable emails and calls regarding such agreement, and attorney will provide unlimited reasonable responses.**

(I) Reviewing and/or Negotiating Severance Agreements

\$2395 Reviewing and redlining one severance agreement (initial redline will raise all possible issues in agreement) Client allowed two conference calls to discuss (one pre-drafting call and one post-drafting call). Attorney will provide one set of revisions. Client allowed up to two emails: one to provide information for agreement and one to confirm call time. Attorney allowed three emails: one email to send original draft, one email to confirm call time, and one email to send revisions.

\$1255 Reviewing and redlining each additional version of agreement. Client allowed one conference call to discuss redline with attorney. Attorney will provide one set of comments/ revisions. Client allowed one email to provide information to attorney and one to confirm call time. Attorney allowed two emails: one email to confirm call time and one email to send revisions or feedback.

\$830 Conference call meeting to negotiate terms of agreement with third party. Only emails allowed are to set up/confirm time of call.

\$5500 **Complete Package: Reviewing and working with client to negotiate best possible terms of severance agreement (includes all calls, emails, and negotiations required to get deal finalized). Client allowed unlimited reasonable emails and calls regarding such agreement, and attorney will provide unlimited reasonable responses.**

3. Block of Hours Option

Increasingly The Prinz Law Office has clients who want to pay in flat blocks of time. The client who purchases blocks of time will have to replenish the hours when they run out before any work of any nature (emails and calls included) can continue, so there is an understanding between client and counsel that the parties will function on an “evergreen” retainer arrangement at all times. However, the blocks of time method of payment will enable a client to have better control over legal costs, and can be applied to negotiation, preparations for negotiation, or any other type of attorney work. The additional advantage to the client is that the discount increases with the time purchased up front. We package the time in five hour increments. Unlike other fixed rate arrangements, the blocks of hours will function as a retainer that will be refunded in the event of a termination of service by either side at any time.

\$1,876 Purchase of a flat five hours of attorney time. (approx. \$20/hr discount off standard rate)

\$3,713 Purchase of a flat ten hours of attorney time. (approx. \$23/hr discount off standard rate)

\$5,510 Purchase of a flat fifteen hours of attorney time. (approx. \$27/hr discount off standard rate)

\$7,268 Purchase of a flat twenty hours of attorney time. (approx \$31/hr discount off standard rate)

\$8,986 Purchase of a flat twenty-five hours of attorney time. (approx. \$35/hr discount off standard rate)

\$10,665 Purchase of a flat thirty hours of attorney time. (approx. \$39/hr discount off standard rate)

Rule and rates adopted as of December 15, 2008