

**17 TOUGH QUESTIONS TO ASK
BEFORE YOU HIRE AN ESTATE LAWYER**

1. Is at least 75% of your law practice concentrated in estate law?
2. Do you charge flat-rate fees for estate planning services?
3. Do you offer written guarantees? What are your guarantees?
4. Do you offer weekend and evening appointments?
5. Have you published articles in professional journals?
6. Do you prepare customized estate plans for all of your clients?
7. Have you spoken at major conferences for financial planners?
8. Have you passed the bar exam on your first try in multiple states?
9. Do you attend the Heckerling Institute on Estate Planning every year?
10. How much time do you devote to continuing legal education?
11. Are you involved in the community in which you practice law?
12. How can I make the settlement process easy for my family after I die?
13. Can you advise me on practical asset protection tools?
14. Can I reach you on your cell phone if you are away from your office?
15. Do other lawyers consider you to be a top tier estate lawyer?
16. Do you know how to draft and set up an IRA trust?
17. Will you advise me on ways I can save taxes?