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## Microsoft Shifts to Alternative Fee Arrangements

If you follow us on **Facebook**, you saw the news – **posted earlier this month** – that tech giant Microsoft “wants to establish a ‘new type of relationship’ with the law firms handling its most important work” and will “shift 90 percent of its legal work into alternative fee arrangements within two years.”

As we noted in **our very first newsletter**, alternative fee arrangements, including per-project flat fees and monthly retainers, provide greater certainty and transparency in the attorney-client relationship. They also allow us to understand our clients’ businesses without clients fearing that a large, unexpected bill will arrive in the mail.

Contact us today to discuss the alternative fee arrangement that best fits your business.

## What’s in a Name?

Virginia law is clear: in order to conduct business under a name other than your individual name or the official, legal name of your company, you must register that name with the local circuit court and, in many, cases with the State Corporation Commission. Failure to do so can result in various legal headaches, including criminal penalties of up to \$2,500 and potential jail time.

We regularly work with businesses to ensure compliance with these and other important business requirements. Email **Hunter** or **Steven** today to schedule a time to review whether your business is protecting itself.

## Celebrating a Successful First Year

On August 1, we celebrated the one-year anniversary of Byrnes Gould Law opening for business.

We are grateful to our clients and friends, old and new, who have been on this journey with us and embraced our creative approach to billing and to the attorney-client relationship. We look forward

to many more years partnering with you!

PRINCIPALS  
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