

## XIRA Law

# GAVEL - when you succeed, we succeed



### addressing the justice gap

XIRA sees a legal market in which a large number of attorneys have gone out on their own (often virtually), and many part-time. At the same time, there are large numbers of consumers who are not getting the legal help they need. By addressing these together, XIRA not only provides a product that helps solos-small firms grow their practice, but also creates a place to make it simple for consumers to find the right advice they want.

When you first registered with XIRA, you may recall that our focus is to address the justice gap by making it easier for clients to find, book, and meet the right attorney online and by providing attorneys – primarily solos/small firms – with free practice management software so they can increase billable hours and reduce the cost of providing legal services. If solo-small legal entrepreneurs have more billable hours and fewer operating costs, then maybe they will reduce their prices so more people who need legal advice will be able to get it.

More clients + more billable income + zero overhead = success. By us helping you succeed with our platform, we succeed!

### **GAVEL**

[GAVEL](#) is the de facto reference for our complementary, cloud-based, practice management platform for registered attorneys. GAVEL integrates a suite of software tools enabling solo practitioners and small firms to efficiently start and/or manage day-to-day operations of their legal practice.



### bottom line

It costs literally nothing for you to sign up with XIRA. For that nothing, you get a practice management platform, online calendaring, audio and video conferencing, and the potential of new clients. Only if a client books an initial consultation and meets with you is there a fee, and then it is a relatively minimal \$30.

What makes GAVEL unique is that it provides an end-to-end integrated solution, so data never has to be moved or shared between different applications. The integration of **online calendar and booking, video/audio conferencing, case creation and management, activity tracking, messaging, document vault, online automated invoicing with e-delivery, and e-payment acceptance** tools keeps all data in one [secure, encrypted location](#). In addition, XIRA offers a **secure mobile app** that lets you access your virtual law office whenever (and wherever) you choose.

### how XIRA makes money

Simply, we succeed when you succeed. In order to achieve greater success, it is important for solo-small firms to do what they do best - practice law in order to increase billable hours, while letting XIRA handle administrative activities and address [client acquisition challenges](#).

That is why we provide GAVEL at no cost to you. There is zero cost to join, no subscription fees, and no monthly dues like you may see with other legal tech solutions. In addition, XIRA spends a lot on advertising, social media, digital marketing, direct mail, and email marketing to bring potential clients to XIRA to find attorneys. We do all the advertising (without any marketing expenses being passed onto you), so you don't have to spend time and money grappling with marketing complexities in order to obtain new clientele.

### pricing made simple

The only cost to you is a one-time fee of \$30 for a new client booking. This fee is incurred when a client finds and books a meeting with you on XIRA. If the client retains you after your initial consultation, there are no additional charges for any subsequent follow-up meetings.

Keeping your XIRA calendar updated and attending consultations booked by potential clients is very important not only for you and the potential client to have a good experience, but is necessary to avoid additional no-show charges and unfavorable ratings and reviews. We understand that you may need to cancel or reschedule an initial consultation for a variety of reasons. Therefore, remember to cancel or reschedule meetings through your XIRA calendar (not via email) right away.

Compared to other client acquisition services, XIRA's new client booking fee is very nominal. If you prefer to reduce the \$30 fee from XIRA going forward, you can elect to change your initial consultation from no charge/30 minutes to \$30 to cover the new client booking fee. However, 58% of clients look for attorneys that offer free initial consultations before contacting them. Regardless of the initial consult being chargeable or not, if you do fail to show up to the video meeting, you will still be subject to the [no-show policy](#) fees.

Did you know that you may also use GAVEL without obligation to accept clients through XIRA's front-end attorney-matching site? If you choose to invite existing clients to the platform then you will not incur the \$30 new client booking fee. The \$30 fee is only charged when you accept a new booking and hold a consultation with a potential client that finds you via XIRA.

**entirely optional charges**

Pricing for other optional services XIRA provides is available on our [pricing page](#).

get XIRA's free mobile app now!



have questions?

if you have questions or need to speak with someone, please contact [info@xira.com](mailto:info@xira.com)

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