

# AFA DECISION TREE

(VALUE BASED FEE ARRANGEMENT)

MATTER ARISES

NON-LITIGATION

MATTER IS:  
NON-MATERIAL,  
NON-COMPLEX,  
OR  
NON-REPETITIVE  
OR  
FEES EXPECTED TO BE < \$50K

AFA MAY NOT BE  
APPROPRIATE

AFA NOT  
NECESSARY FOR  
FULLY-INSURED  
MATTERS

YES

IMPLEMENT APPROPRIATE  
VALUE BASED FEE  
ARRANGEMENT

NON-LITIGATION

MATTER IS EITHER:  
MATERIAL  
OR  
COMPLEX  
OR  
REPETITIVE  
OR  
FEES EXPECTED TO BE > \$50K

STRONGLY  
CONSIDER AFA

YES

STRONGLY  
CONSIDER  
SF-RFP

REVIEW  
REQUIREMENTS FOR  
COORDINATING  
MATTERS WITH  
GENERAL COUNSEL

NO

IMPLEMENT APPROPRIATE  
VALUE BASED FEE ARRANGEMENT

NO