

# How to Interview a Will and Trust Attorney

Ask a prospective attorney the following questions, and be sure you get the following answers before going further. If you get another answer, you haven't found the right attorney:

QUESTION	ANSWER FROM YOUR ATTORNEY	ANSWER YOU WANT TO HEAR
How long have you been specializing in estate planning?		<i>The only acceptable answer is at least ten years.</i>
What other areas of law do you practice?		<i>The answer should be no other areas.</i>
How many people have you drafted wills and trusts for in the past five years?		<i>The answer should be no other areas.</i>
How many people have you drafted wills and trusts for in the past five years?		<i>The only acceptable answer is at least 200 people.</i>
Will you be drafting the documents yourself, or will someone else be doing the paperwork?		It's okay if someone else draws up the documents, as long as that person is supervised correctly. In fact, this arrangement may cost you less. You just need to know one way or the other.
How much do you charge?		You want the attorney to charge a flat fee to draw up a will and/or a trust. The fee should include drafting and explaining the document (which could take a few hours if it's a trust), as well as funding the trust (doing the paperwork to transfer the titles on all your property and assets into the name of the trust).
If I have other questions, will you charge me if I call and ask?		There should be no charge for simple questions over the phone.