

HOW ATTORNEYS

work with

EXPERT WITNESSES



INTRODUCTION

In today's world of increasingly complex litigation, attorneys are calling on expert witnesses ever more frequently to provide critical insights both in and out of the courtroom — and the way that attorneys seek, retain, and work with those expert witnesses is evolving to meet everchanging demands.

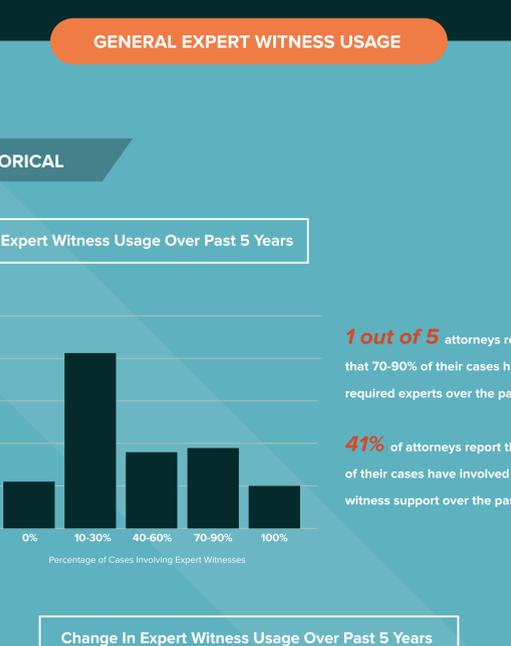
We recently launched a survey to uncover some of the current trends in expert witness usage. We surveyed over 1,000 attorneys and legal professionals and asked about their general expert witness usage, preferences when seeking experts, and methods for locating the ideal expert witness. Here are some fascinating insights we discovered across the board.

DEMOGRAPHICS OF SURVEY RESPONDENTS

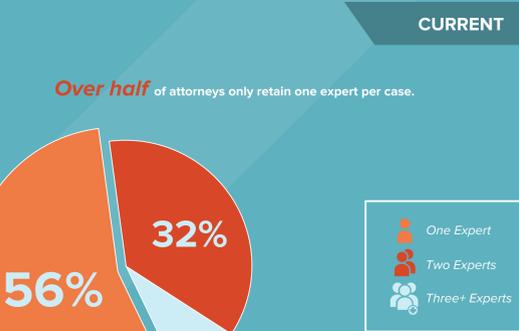


For the purpose of this project, we have only included responses from **attorneys**

Top 10 Practice Areas of Attorneys Surveyed



Average Firm Size



GENERAL EXPERT WITNESS USAGE

HISTORICAL

Expert Witness Usage Over Past 5 Years



1 out of 5 attorneys report that 70-90% of their cases have required experts over the past 5 years.

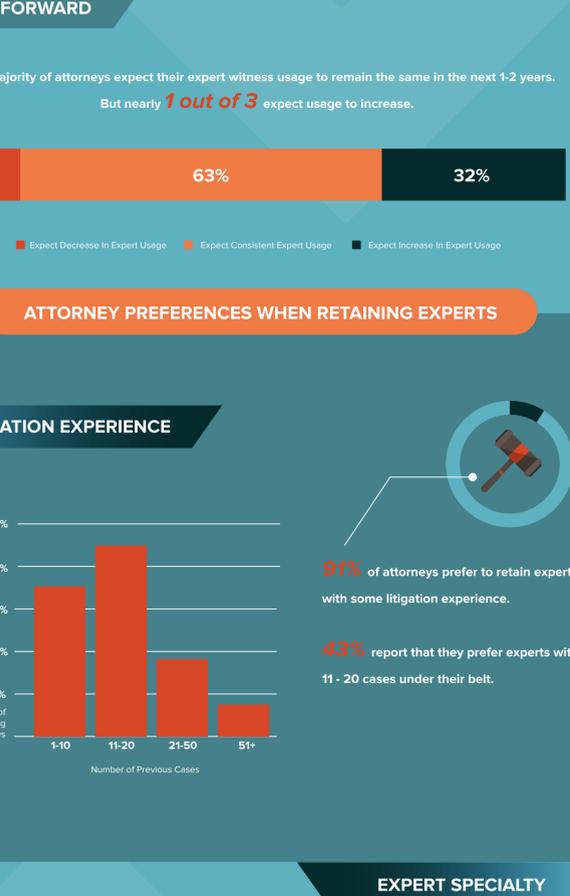
41% of attorneys report that 10-30% of their cases have involved expert witness support over the past 5 years.

Change In Expert Witness Usage Over Past 5 Years



CURRENT

Over half of attorneys only retain one expert per case.



87% of attorneys report working with the same experts more often than not.

Comparison of Experts Retained

Testifying Experts



Consulting Experts



FAST FORWARD

The majority of attorneys expect their expert witness usage to remain the same in the next 1-2 years. But nearly **1 out of 3** expect usage to increase.



ATTORNEY PREFERENCES WHEN RETAINING EXPERTS

LITIGATION EXPERIENCE



97% of attorneys prefer to retain experts with some litigation experience.

43% report that they prefer experts with 11 - 20 cases under their belt.

EXPERT SPECIALTY

- Medical
- Financial
- Engineering
- Forensics

8 Most Frequently Hired Expert Specialties

- Construction
- Legal
- Technology
- Skilled Trades

EXPERT LOCATION

Maximum Distance Attorneys Will Search For Experts



68% say that location is a **significant factor** when retaining an expert.

22% Will search nationally for an expert, if necessary

32% Will search for experts within their region

33% Prefer to source an in-state expert

13% Will only look for an expert in their city or county

HOW ATTORNEYS LOCATE EXPERTS

EXPERT PROVIDERS



POPULAR METHODS

The **55%** of attorneys who don't use expert witness providers use a variety of methods to locate and retain experts for their cases.

OTHER METHODS

- COURT DOCUMENTS
- LEGAL LISTSERVS
- BAR ASSOCIATIONS
- ACADEMIC PUBLICATIONS
- UNIVERSITIES
- TRADE ASSOCIATIONS
- SOCIAL NETWORKS
- PRINT DIRECTORIES

SEARCH TIME

48% of responding attorneys say it takes **3 or more days** to locate the right experts for their cases.

Time Is Money

Although it is tempting to retain an expert as quickly as possible, finding a qualified, experienced, and knowledgeable expert free of conflicts requires deep digging — and conducting a comprehensive search for such candidates comes with an inherent opportunity cost.

The average hourly billing rate for attorneys is about \$260. If an attorney spends 3 days searching for their expert, that comes to \$6,240 of additional time billed to the client without progress on the case. If it takes a week to find an expert, the average attorney will spend \$10,400 in search time. Attorneys at some of the nation's largest firms charge hourly rates surpassing \$1,500. At this rate, a week of searching for an expert witness will cost \$60,000.

The best bet to avoid incurring these steep costs is to consult an expert witness referral service that can provide you with a thorough search in half the time.

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