

## Contents

<i>List of Tables</i>	vii
<i>List of Figures</i>	viii
<i>Preface</i>	ix
1. The Political Economy of the American Contingency Fee	1
2. A Profile of Wisconsin's Contingency Fee Practitioners and Their Cases	26
3. Clients Seeking Lawyers, Lawyers Seeking Clients: Finding and Screening Potential Cases	45
4. The Work of the Contingency Fee Lawyer	96
5. Understanding Settlement Negotiations	139
6. Cashing Out the Investment	180
7. The Role of Reputation in Contingency Fee Practice	219
8. Conclusion: Praying for Justice or Preying on Justice?	253
<i>Appendix A. Weighting for Case Processing</i>	271
<i>Appendix B. Survey Instrument</i>	273
<i>Notes</i>	287
<i>Bibliography</i>	309
<i>Index</i>	325