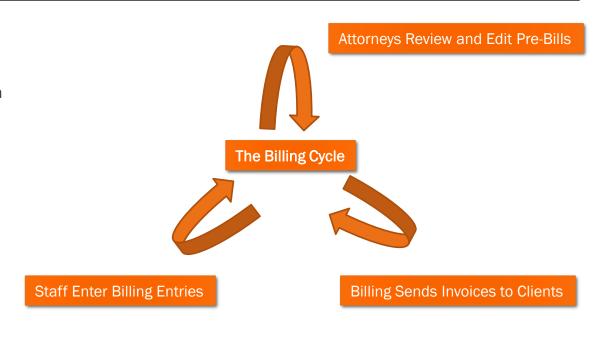


# Overview of Topics

- C&T Billing Cycle
- Bill Creation and Overview
- Accounts Receivable (AR, aka Client Balance)
- Trust Funds
- Matter Billing Settings: Common Mistakes
- Vendor and Associate Invoices
- Matter Archive Checklist
- One Page Cheat Sheet

# C&T Billing Cycle

- Bill Once a Month
- •Staff billing entries due in TM by EoD the 5<sup>th</sup> of the month
- •Attorney edits to pre-bills due by EoD the 15<sup>th</sup> of each month
- If these dates fall on a weekend or holiday, date is pushed back to the next business day

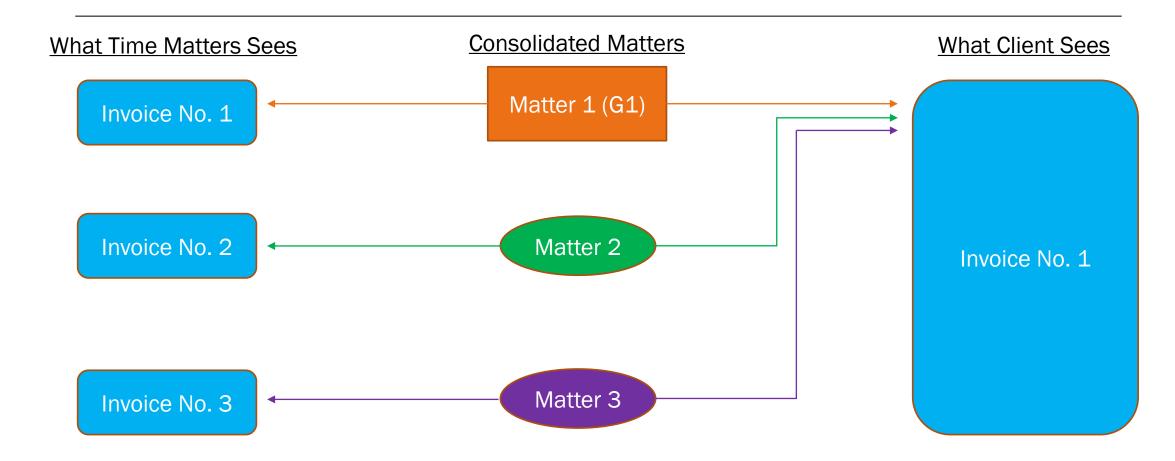


### Bill Creation

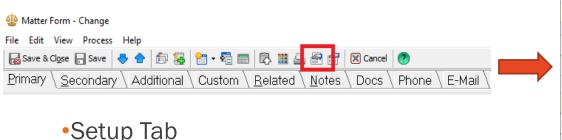
- Time Matters handles all billing at the Matter level
- For most clients, their non-G1 matters will consolidate to their G1 matter
  - Single bill is generated from the G1 including billing for all matters consolidated to it
  - G1s should not be consolidated to other matters
  - Only G1s should have the "Email Copy of Bill" box checked in the Billing Settings
- Each Bill includes unbilled time entries from the prior month or earlier
  - IE: A bill from July includes time from June or earlier
- Copies of the bill are stored in the AR tab of the G1
  - To view, right click and select "Reprint Invoice"

All	Invoice	es Paymen	ts AR Transactions		unds	
D	ate 🔻	Туре	Number	Amount	Balance	Billed
<u>a</u> .	7/18/2022	Invoice	701669	148.50	148.50	7/18/2022
	7/18/2022	Invoice	701668	7,415.23	7,415.23	7/18/2022
<u> </u>	7/18/2022	Invoice	701667	139.00	139.00	7/18/2022
	7/18/2022	Invoice	701666	0.00	0.00	7/18/2022
1	7/18/2022	Invoice	701665	0.00	0.00	7/18/2022
	7/18/2022	Invoice	701664	0.00	0.00	7/18/2022
] .	7/18/2022	Invoice	701663	0.00	0.00	7/18/2022
	7/18/2022	Invoice	701662	399 <u>50</u>	399.50	7/18/2022
- (	6/17/2022	Invoice	Add	00	198.00	6/17/2022
- (	6/17/2022	Invoice	Change	00	0.00	6/17/2022
- (	6/17/2022	Invoice	Delete	00	0.00	6/17/2022
- (	6/17/2022	Invoice	Damaina Dill	00	0.00	6/17/2022
- (	6/17/2022	Invoice	Reprint Bill Email Bill	00	693.00	6/17/2022
- (	6/17/2022	Invoice		00	0.00	6/17/2022
į	5/12/2022	Invoice	Tag Record	▶ 00	0.00	5/12/2022
į	5/12/2022	Invoice	Properties	00	0.00	5/12/2022

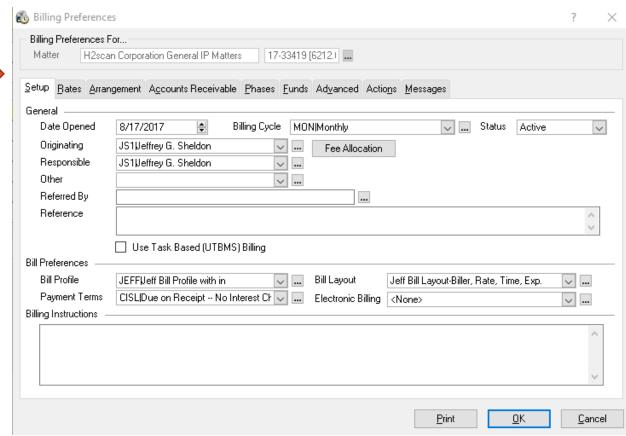
## Invoice Consolidation



# Matter Billing Preferences: Common Mistakes

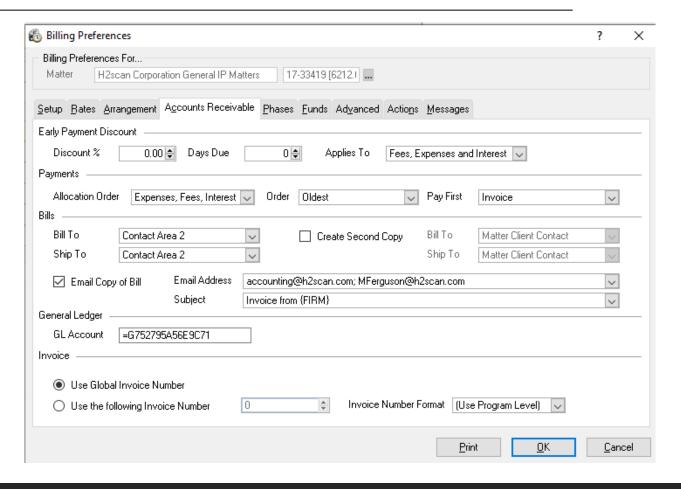


- Originating and Responsible fields should match staff UNLESS attorney does not review bills, in which case use DAN
  - David and Andrew do not review bills
  - Fee Allocation Numbers do not matter (pops up when changing Originating/Responsible staff)
- All matters for a client should have the same responsible staff



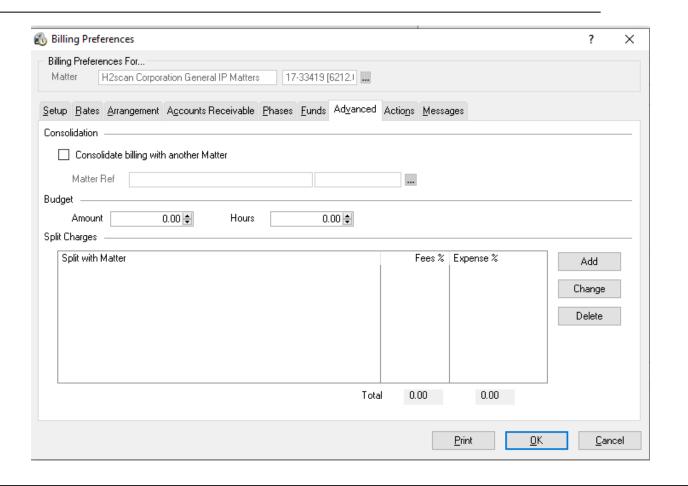
## Matter Billing Preferences: Common Mistakes

- Accounts Receivable Tab
  - Email address field determines where invoices sent NOT the client or matter email fields
    - Must be updated when emails change
  - Only the G1 should have "Email Copy of Bill" checked
    - Note: Some existing G1s are set to not email bills; please check with Billing before changing



## Matter Billing Preferences: Common Mistakes

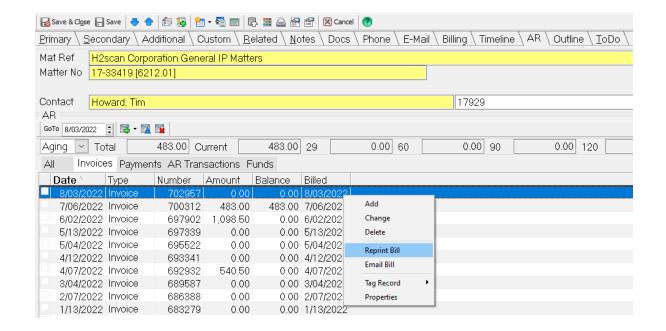
- Advanced Tab
  - Matters other than G1s should be set to consolidate



## Viewing Past Invoices

### From the Client G1

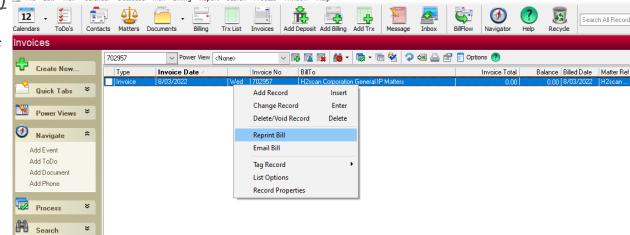
- 1. Open the AR tab on the G1 Matter
- 2. Click the "Invoice Filter
- 3. Right-Click the Invoice of the desired date and select "Reprint Bill"



# Viewing Past Invoices

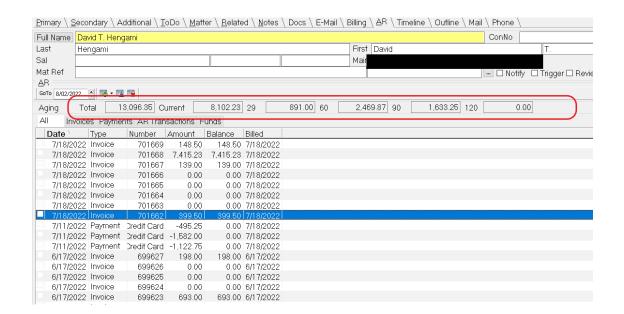
### From the Invoices List (Requires Invoice Number) File Edit View Calendar Database Mail Billing

- In the billing dropdown menu along the top of Time Matters, select "Invoice List" (shortcut: Alt+F12)
- 2. Type the Invoice Number into the search bar and search for the invoice number
- 3. Right Click the invoice and select "Reprint Bill"



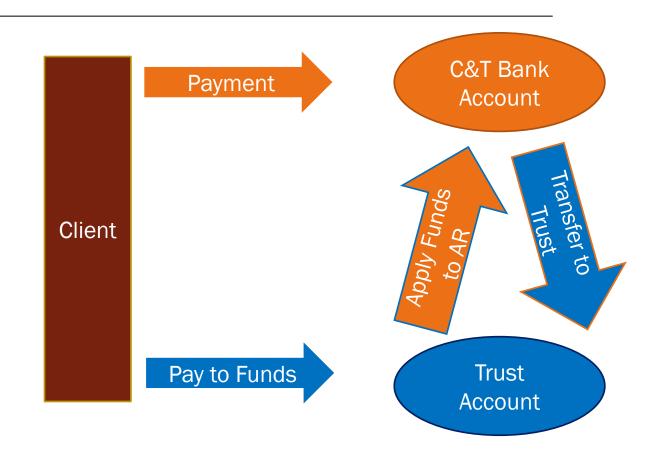
## Accounts Receivable (AR)

- AR tab has everything about client balance:
  - Invoices
  - Payments
  - Trust Applications
  - Credits
- Information about the client/matter balance is summarized by how long the balance has gone unpaid
  - Invoices aged 60 days or older are overdue
  - TM does not always correctly assess the date in generating these aged balance numbers



### Trust Funds

- Funds required in advance before beginning work
  - Not necessarily an estimate of cost
- Required by law to be kept in a separate bank account on client's behalf until used to fund legal work
- •Trust Funds are automatically applied towards new balances billed to their matter
- •Trust Funds only exist at the matter level; do not automatically apply to client's other matters



## View a Matter's Trust Funds

### From the Matter Page

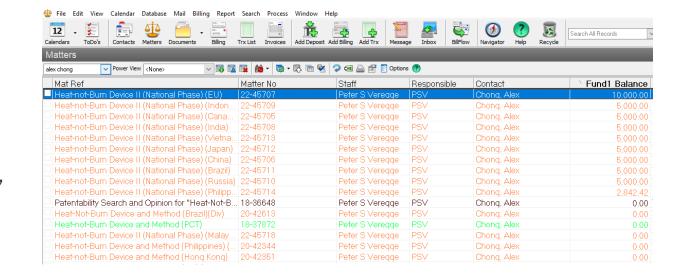
- 1. Open the AR Tab on the Matter Page
- 2. Click the drop-down arrow next to the "Aging" Box and select "Trust"; the new number displayed is the amount of trust funds on the matter



## View a Matter's Trust Funds

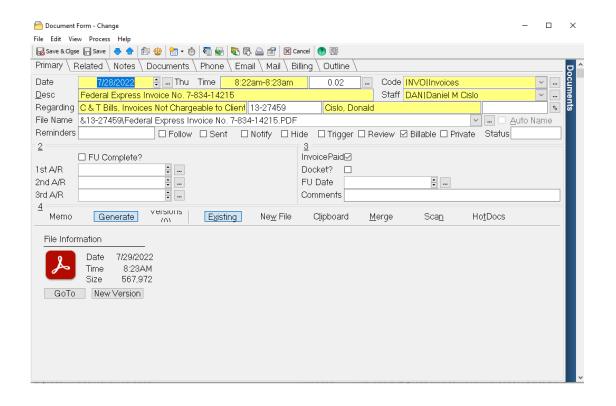
### From the Matter List

- Edit your Matter List to display the "Fund1 Balance" Field
- 2. Type the client's name into the search bar to bring up their matters
- 3. Click on the top of the "Fund1Balance" column to sort from highest to lowest balance; this will bring all the matters with fund balances to the top



## Vendor and Associate Invoices

- •Forward to <a href="mailto:invoice@cislo.com">invoice@cislo.com</a> for payment
- Billing will log expenses to clients
  - Exception: Legal staff requesting checks for state trademark applications
- Wondering if an invoice has been paid?Check the InvoicePaid box
  - Updated for invoices paid from July 2021 onwards



## Matter Checklist

### New Matter Billing Setup Checklist

- Responsible attorney matches the matter staff (unless Sandelands or Naglestad, in which case use DAN)
- □ "Email Copy of Bill" is checked if the matter is a G1; otherwise not checked
- □ If a G2, consolidated to the client's G1

### Matter Archiving Checklist

If any of the following are true, do not archive the matter and reach out to Billing:

- Matter has balance
- Matter has unused trust funds
- ☐ Matter has unbilled fees or expenses

#### C&T Billing Cheat Sheet for Legal Staff: AR Pages

### 1. Find Invoice from G1 Matter

- 1. Open the AR tab on the G1 Matter
- 2. Click the "Invoice" Filter
- Right Click the recently dated invoice and select "Reprint Bill"

### 2. View Client's Current Outstanding

- Open the AR tab on the Client page
- The total balance is in the box to the right of "Total"; the boxes further right break that balance down by age

### 3. View Trust Funds on a Matter

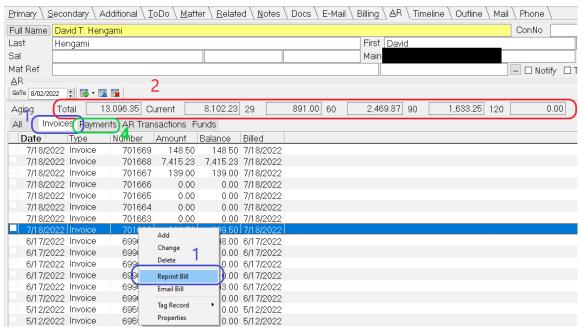
- Open AR Tab on the Matter page
- 2. Click the drop-down arrow next to the "Aging" Box and Select "Trust"; the number displayed is the amount of trust funds on the matter

### 4. Check If Client Has Paid Towards Balance

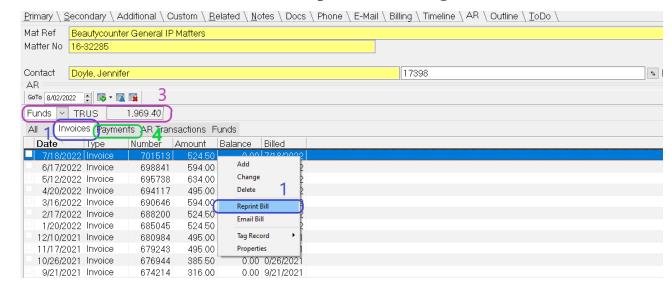
- Open the AR Tab on the Client page
- 2. Click the "Payments"

  Tab; the list will now display all payments the client has made

#### Example Client Page



#### Example Matter Page

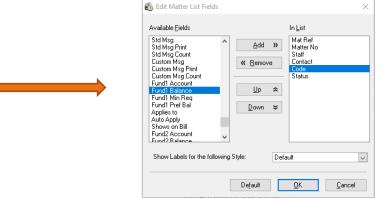


#### C&T Billing Cheat Sheet for Legal Staff: Contact and Matter Lists

#### Display Billing Information on Contact and Matter Lists

- Right click anywhere on the header ribbon on the list and select 'Edit Columns"
- 2. Scroll down the "Available Fields" list until the find the desired field(s) and use the Add button to move them over to the "In List" section. You can use the Up or Down buttons to adjust what order to display your field in. Press Ok when finished.
- Some fields to consider adding:
  - Balance—Shows the total amount owed
  - o. Over 121 Days—
    Shows the amount
    owed that was billed
    121 or more days ago
  - c. Trust1 Balance—
    Shows current trust
    balance (only available
    on the Matters List)





#### View Trust Balances for All of Client's Matter

- Edit your Matter List to display the "Trust1 Balance" Field (see the instructions to the left)
- 2. Type the client's name into the search bar to bring up their matters
- 3. Click on the top of the "Fund1Balance" column to sort from highest to lowest balance; this will bring all the matters with fund balances to the top



# Questions?