

Cost of Full-Time Staff vs. Virtual

Do you really get 8 billable hours per day from your full-time staff, 5 days a week, 52 weeks per year? Studies show that number is closer to 5 hours of billable work per day.

THINK ABOUT THIS: If you pay your full-time staff their hourly rate, plus offer 2 weeks of vacation, plus 7-10 paid days off (holidays), you are only getting approximately 1,200 billable hours per year, yet you are paying for 2,080 hours per year. And this doesn't include fringe benefits.

Full-Time Paralegal Staff

Virtual Paralegal

Full-Time Paralegal with 0-5 years' experience, no litigation experience
\$42,000 per year*, plus fringe benefits of 35% = total annual salary of \$56,700**

Full-Time Paralegal with 6-10 years' experience, no litigation experience
\$55,000 per year*, plus fringe benefits of 35% = total annual salary of \$74,250**

Virtual Paralegal with 25+ years' experience
\$30,000 (10 hrs/wk, 50 wks/yr***) = savings of \$44,250

Full-Time Paralegal with 0-5 years' experience, with litigation experience
\$59,000 per year*, plus fringe benefits of 35% = total annual salary of \$79,650**

Full-Time Paralegal with 6-10 years' experience, with litigation experience
\$65,000 per year*, plus fringe benefits of 35% = total annual salary of \$87,750**

Virtual Paralegal with 25+ years' experience
\$30,000 (10 hrs/wk, 50 wks/yr***) = savings of \$57,750****

*based upon data obtained from CareerBuilders.com and Monster.com

**based upon 40 hours per week, 52 weeks per year, plus all taxes and insurance

***based upon historical data of actual time need per week

****as case goes further into litigation, costs will increase