

# A strong return on your investment

## Why it makes fiscal sense to subscribe

Calculating the cost of CLE goes beyond a program's tuition. Every hour spent at an off-site seminar adds up to direct and indirect travel costs from lost productivity and missed opportunities. Additional costs are associated with CLE tracking and reporting obligations.

West LegalEdcenter offers a cost-effective, convenient way for you to keep up-to-date on essential topics while fulfilling your CLE requirements. By participating in online CLE programs on your schedule, the cost to you shrinks.

### Calculate the savings

#### Step 1

Estimate your annual cost for CLE programs

State	A	X	B	=	C	X \$250*	=	D
State(s) where attorneys are licensed/located	Number of attorneys licensed/located in each state		Annual CLE hours required in state**		Total CLE hours			Tuition, lost billable hours, administration cost, travel/entertainment (\$250/hr)*
<input type="text"/>	<input type="text"/>	X	<input type="text"/>	=	<input type="text"/>	X \$250*	=	<input type="text"/>
<input type="text"/>	<input type="text"/>	X	<input type="text"/>	=	<input type="text"/>	X \$250*	=	<input type="text"/>
<input type="text"/>	<input type="text"/>	X	<input type="text"/>	=	<input type="text"/>	X \$250*	=	<input type="text"/>
								<b>Total:</b> <input type="text"/>

\*Based on \$55 cost of tuition for live event; \$150 cost of lost billable hours; \$30 cost for travel and entertainment; and \$15 cost of administration.  
 \*\* Regardless of MCLE requirements, attorneys participate in 10 hours of CLE per year.

#### Step 2

Estimate the savings of using West LegalEdcenter for 50% of your CLE programs

Annual cost of taking 50% of CLE credits using West LegalEdcenter	$[ 50\% \times C ] \times \$56 = E$	<input type="text"/>
Annual cost of taking 50% of CLE credits using conventional programs	$50\% \times D = F$	<input type="text"/>
Total annual cost to firm	$E + F = G$	<input type="text"/>
Estimated cost savings	$D - G = \text{Total savings}$	<b>Total:</b> <input type="text"/>

#### Assumptions:

- Firm subscribes • No lost billable hours • No administrative cost • No T&E
- 50% of hours completed online • Average tuition cost \$56/hr. on West LegalEdcenter
- All costs based on per-hour calculation

