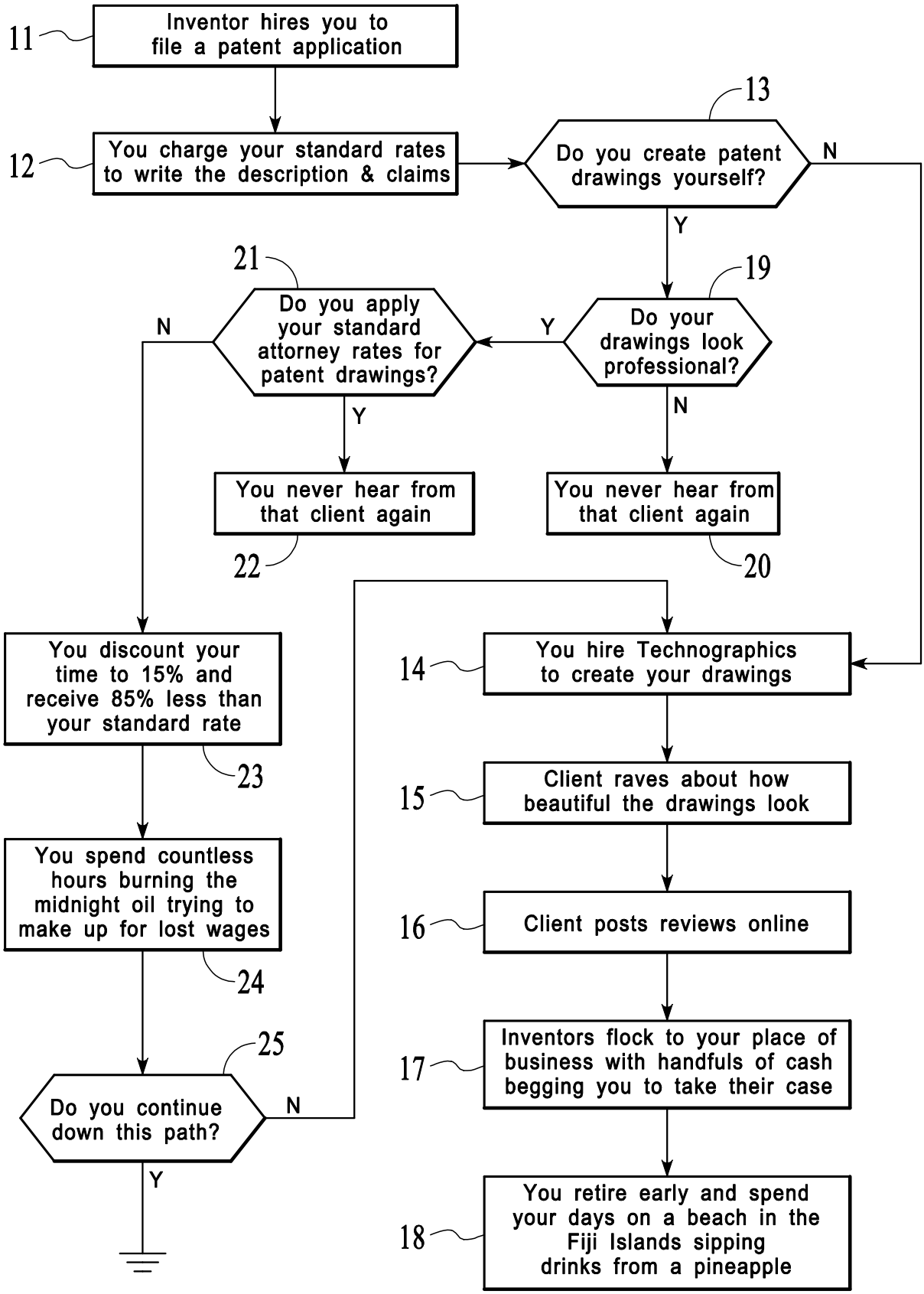
11
Inventor hires you to file a patent application
12
You charge your standard rates to write the description & claims
13
Do you create patent drawings yourself?
N
Y
19
Do your drawings look professional?
Y
N
21
Do you apply your standard attorney rates for patent drawings?
N
Y
You never hear from that client again
22
You never hear from that client again
20
You discount your time to 15% and receive 85% less than your standard rate
23
You spend countless hours burning the midnight oil trying to make up for lost wages
24
25
Do you continue down this path?
N
Y
14
You hire Technographics to create your drawings
15
Client raves about how beautiful the drawings look
16
Client posts reviews online
17
Inventors flock to your place of business with handfuls of cash begging you to take their case
18
You retire early and spend your days on a beach in the Fiji Islands sipping drinks from a pineapple