

Our Finances

- What were your firm's revenues and expenses for your last fiscal year?

- What were your firm's revenues and expenses over your last five fiscal years?

- How have your firm's revenues and expenses changed over the last five fiscal years?

- Which were your five biggest clients over the last fiscal year? What percentage of the firm's income did each of them comprise?

- What were your five biggest clients over the last five fiscal years? What percentage of the firm's income did each of them comprise?

- How have your top five clients and the amount of revenue they generate changed over the last five fiscal years?

- What new cases has your firm opened over the last year? What revenue did those cases generate?

- What new cases has your firm opened over the last five years? What revenue did those cases generate? How has that revenue stream changed over the last five years?

- What have been your firm expenses over the last year?

- What have been your firm expenses over the last five years? How have those expenses changed?

- What efforts has your firm taken to reduce expenses? What expenses did it reduce?

- What is the cost, per attorney, to operate the firm?
- How has the cost, per attorney, to operate the firm, changed over the last five years?
- What was the profitability of each of your attorneys over the last fiscal year?
- What was the profitability of each of your attorneys over the last five fiscal years?
- How has the profitability for each of your attorneys changed over the last five years?
- Who are your best performing attorneys, in terms of revenue?

- Who are your worst performing attorneys, in terms of revenue?

- Do you have a line of credit? How large is it? What do you use it for?

- Has your line of credit changed over the last five years? By how much? What have you used it for?

- How often does your firm review its budget? How often does it revise it? What prompts these reviews and revisions?

- After payroll, what are your five largest expenses? How have those expenses changed over the last five years?

- Who at your firm has input into the budget? What role do they play?
- How does your firm decide how partners are compensated? Associates? How has your compensation system changed over the last five years?
- Who are your firm's biggest rainmakers? Do you have a succession plan for them and their clients?
- What does your firm do with an underperforming partner? Associate?
- How much money does your firm spend on business development? What are these monies spent on? How have these expenses changed over the last five years?
- What is the range of your law firm's billable rates? What is the average rate? What has been the range of your law firm's billable rates over the last five years? How has that rate changed over those five year?

