

## Our Growth

- How large is your firm in terms of (1) partners; (2) associates; (3) total lawyers; (4) number of offices; (5) size of offices; (6) revenue; (7) revenue per partner; (8) revenue per associate; (9) size of staff.
- How have these numbers changed over the last five years?
- What do you want these numbers to be in five years? Ten?
- Do you have a plan to achieve these numbers? What is the plan?
- What discussions has your firm had about growth?
- What is your firm's goals about future growth? What is the basis for these goals?

- If you want growth, why? What's driving the desire for growth?
- How fast do you want to grow? Why?
- How does the firm plan to accommodate growth?
- How does the firm plan to incorporate new team members?
- What changes do you expect to occur as your firm grows? How will the firm address that?
- How do you expect the firm to change and evolve as your firm grows? How will the firm address that?