

# TROUBLESHOOTING YOUR LAW FIRM TO OVERCOME FAILURE WORKSHEET

## QUESTION 1

A) With your current staffing level, how many clients can you serve annually? \_\_\_\_\_

B) How many clients are you currently serving (this month)? \_\_\_\_\_

(A / 12) - B = \_\_\_\_\_

Was the answer positive? ( Yes / No )

## QUESTION 2

If You Answered "No" to Question 1

A) How much revenue did you generate in the last 12 months? \_\_\_\_\_

B) How much profit (W2 salary + net income) did you earn in the last 12 months? \_\_\_\_\_

B / A = \_\_\_\_\_

If You Answered "Yes" to Question 1

A) What is the average revenue collected per client?\*

B) What were the total operating expenses (less any owner W2 wages) in the last 12 months? \_\_\_\_\_

1. (A x 1A) - B = \_\_\_\_\_ (E)

2. E / (A x 1A) = \_\_\_\_\_

\*To calculate the average revenue per client:

A) Last 12 Months of Revenue \_\_\_\_\_

B) Number of clients served in the last 12 months \_\_\_\_\_

A / B = \_\_\_\_\_ (Average revenue per client)

## QUESTION 3

Are you satisfied with the income you are earning personally from the law firm?  
( Yes / No )

### Interpreting Results:

QUESTION 2	QUESTION 1 = YES	QUESTION 1 = NO
LESS THAN 0.25	CASH	CASH
BETWEEN 0.25 AND 0.5	CLIENTS	CAPACITY
GREATER THAN 0.5	CLIENTS	Q3 = NO -> CAPACITY Q3 = YES -> HEALTHY FIRM