

Liberty Law Center

[Law Firm Name]

2023 GOALS Q1			Q	2			(23		Q4							
NAME	GOAL (\$ or #)	QUARTERLY ACTUAL (\$ or #)	Q1 ACT	UALS BROKEN DOWN BY M	DNTH	QUARTERLY ACTUAL	Q2 AC	TUALS BROKEN DOWN BY I	MONTH	QUARTERLY GOAL (\$ or #)	Q3 ACTUALS/GOALS BROKEN DOWN BY MONTH		Y MONTH	QUARTERLY GOAL 'EMBER (\$ or #)	Q4 GOALS BROKEN DOWN BY MONTH		
******	(\$ or #)	(\$ or #)	JANUARY	FEBRUARY	MARCH	ACTUAL (\$ or #)	APRIL	MAY	JUNE	(\$ or #)	JULY	AUGUST	SEPTEMBER	(\$ or #)	OCTOBER	NOVEMBER	DECEMBER
REVENUE REVENUE	\$1,378,000	\$268,373	\$80,469	\$81,071	\$106,833	\$314,046	\$80,235	\$114,665	\$119,146	\$366,884	\$119,347	\$112,037	\$157,697	\$406,500	\$135,500	\$135,500	\$135,500
BY PRACTICE AREA		BY PRACTICE AREA				BY PRACTICE AREA				BY PRACTICE AREA	Actual	Actual	Goal	BY PRACTICE AREA			
[DR] New Case Va	lues \$849,350	\$155,735	\$47,457	\$42,410	\$65,868	\$193,569	\$43,706	\$72,892	\$76,971	\$246,546	\$80,332	\$69,047	\$97,167	\$253,500	\$84,500	\$84,500	\$84,500
[DR] Cases Ope	en 157	28	11	13	4	50	14	17	19	25	15	10	13	39	13	13	13
[CR] New Case Va	lues \$528,300	\$112,638	\$33,012	\$38,661	\$40,965	\$120,477	\$36,529	\$41,773	\$42,175	\$142,185	\$39,015	\$42,990	\$60,180	\$153,000	\$51,000	\$51,000	\$51,000
[CR] Cases Ope	e n 142	35	12	12	11	45	10	20	15	31	10	21	12	36	12	12	12
GOAL																	
BY PRACTICE AREA		BY PRACTICE AREA				BY PRACTICE AREA				BY PRACTICE AREA				BY PRACTICE AREA			
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GOAL																	
								NOTI	ES								

Goal for Criminal Law average case revenue is \$4,500 by the end of 2023

Goal for DUI Cases average case revenue is \$6,000 by the end of 2023

Goal for Family Law average case revenue to \$10,000 by end of 2023, \$12,000+ end of Q2 2024

Septembers goals = September to date + monthly goal



Liberty Law Center

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2024 GOALS		Q1					Q	2			(23		Q4				
	NAME	GOAL	QUARTERLY	Q1 GOALS BROKEN DOWN BY MONTH		NTH	QUARTERLY	Q2 G	OALS BROKEN DOWN BY M	ONTH	QUARTERLY	Q3 GOALS BROKEN DOWN BY MONTH			QUARTERLY	Q4 GOALS BROKEN DOWN BY MONTH		
	NAME	GOAL (\$ or #)	GOAL (\$ or #)	JANUARY	FEBRUARY	MARCH	GOAL (\$ or #)		MAY	JUNE	GOAL (\$ or #)	JULY	AUGUST	SEPTEMBER	GOAL (\$ or #)	OCTOBER	NOVEMBER	DECEMBER
GOAL	FIRM REVENUE	\$3,239,250	\$565,875	\$190,125	\$192,750	\$183,000	\$748,125	\$231,375	\$241,500	\$275,250	\$892,500	\$298,875	\$296,250	\$297,375	\$1,032,750	\$315,375	\$345,000	\$372,375
BY PRACTICE AREA		BY PRACTICE AREA			BY PRACTICE AREA				BY PRACTICE AREA				BY PRACTICE AREA					
	[DR] REVENUE	\$2,484,000	\$432,000	\$144,000	\$144,000	\$144,000	\$576,000	\$168,000	\$192,000	\$216,000	\$684,000	\$234,000	\$228,000	\$222,000	\$792,000	\$240,000	\$264,000	\$288,000
	[CR] REVENUE	\$755,250	\$133,875	\$46,125	\$48,750	\$39,000	\$172,125	\$63,375	\$49,500	\$59,250	\$208,500	\$64,875	\$68,250	\$75,375	\$240,750	\$75,375	\$81,000	\$84,375
GOAL	FIRM NEW CASE VALUES	\$3,492,000	\$594,000	\$198,000	\$198,000	\$198,000	\$922,500	\$307,500	\$307,500	\$307,500	\$918,000	\$306,000	\$306,000	\$306,000	\$1,206,000	\$402,000	\$402,000	\$402,000
BY PRACTICE AREA		BY PRACTICE AREA			BY PRACTICE AREA				BY PRACTICE AREA				BY PRACTICE AREA					
ſ	DR] New Case Values	\$2,736,000	\$432,000	\$144,000	\$144,000	\$144,000	\$720,000	\$240,000	\$240,000	\$240,000	\$648,000	\$216,000	\$216,000	\$216,000	\$936,000	\$312,000	\$312,000	\$312,000
ſ	CR] New Case Values	\$904,500	\$162,000	\$54,000	\$54,000	\$54,000	\$202,500	\$67,500	\$67,500	\$67,500	\$270,000	\$90,000	\$90,000	\$90,000	\$270,000	\$90,000	\$90,000	\$90,000
GOAL	[DR] Cases Open	228	36	12	12	12	60	20	20	20	54	18	18	18	78	26	26	26
GOAL	[CR] Cases Open	144	36	12	12	12	36	12	12	12	36	12	12	12	36	12	12	12

NOTES

New DR attorney: 8 cases a month for first 3 months (April -June)

Criminal Law average case revenue is \$4,500 for first 6 months, \$6,000 for next 6 months

Family Law average case revenue is \$12,000

VISION DECK

	Q4 GOALS							Q4 ROCKS
1	GOAL NAME	GOAL (\$ or #)	Q4 G	OALS BROKEN DOWN BY MON	NTH DEC		•	1 Build + implement Lawmatics (Crista)
GOAL	REVENUE	\$406,500	\$135,500	\$135,500	\$135,500			
	BY PRACTICE AREA						•	2 Implement uniform DR communication system (Drake)
	[DR] New Case Values	\$253,500	\$84,500	\$84,500	\$84,500			2 implement dimorni Dix communication system (Drake)
	[DR] Cases Open	39	13	13	13			
	[CR] New Case Values	\$153,000	\$51,000	\$51,000	\$51,000		3	3 Map out client journey for DR (Drake)
	[CR] Cases Open	36	12	12	12			
GOAL							4	 Improve attorney onboarding process (Bill) Expectations w/ case management
	BY PRACTICE AREA						ţ	5 Hire virtual DR Legal Assistant (Crista)
							ć	6 Deliver Team Rollout (Bill)
GOAL							7	7 Refine intake process (Bill)
J								
GOAL								
		IMPORTA	NT REMIND	FRS				STRATEGIES FOR WHEN OFF TRACK

IMPORTANT REMINDERS
 Monthly Casual Check-ins (Drake w/ DR team)
Daily Huddle
• Incentive
Could incentivize above \$72K/month new-case revenue
Could incentivize support team on milestone revenue/ total revenue

STRATEGIES FOR	WHEN OFF TRACK
INTERNALLY OFF TRACK	EXTERNALLY OFF TRACK