

## LIBERTY LAW CENTER

[Law Firm Name]

### 2024 GOALS

NAME	GOAL (\$ or #)
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REVENUE	\$2M
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BY PRACTICE AREA

[DR] REVENUE	\$XX
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[CR] REVENUE	\$XX
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BY PRACTICE AREA

[DR] NEW CASES	
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[CR] NEW CASES	
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GOAL

### Q1

QUARTERLY ACTUAL (\$ or #)	Q1 ACTUALS BROKEN DOWN BY MONTH		
	JANUARY	FEBRUARY	MARCH

\$354,681	\$127,794	\$113,582	\$113,305
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BY PRACTICE AREA

\$189,207	\$65,281	\$67,606	\$56,320
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\$165,477	\$62,513	\$45,979	\$56,985
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BY PRACTICE AREA

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### Q2

QUARTERLY GOALS (\$ or #)	Q2 GOALS BROKEN DOWN BY MONTH		
	APRIL	MAY	JUNE

\$355,000	\$105,000	\$110,000	\$140,000
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BY PRACTICE AREA

\$210,000	\$60,000	\$70,000	\$80,000
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\$145,000	\$45,000	\$40,000	\$60,000
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BY PRACTICE AREA

33	9	11	13
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51	18	18	15
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### Q3

QUARTERLY GOALS (\$ or #)	Q3 GOALS BROKEN DOWN BY MONTH		
	JULY	AUGUST	SEPTEMBER

\$645,000			
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BY PRACTICE AREA

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BY PRACTICE AREA

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### Q4

QUARTERLY GOAL (\$ or #)	Q4 GOALS BROKEN DOWN BY MONTH		
	OCTOBER	NOVEMBER	DECEMBER

\$645,000			
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BY PRACTICE AREA

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BY PRACTICE AREA

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### NOTES

- WE WILL MAKE GOAL ADJUSTMENTS EVERY QUARTER

## Q2 GOALS

GOAL NAME	GOAL (\$ or #)	Q2 GOALS BROKEN DOWN BY MONTH		
		APRIL	MAY	JUNE
REVENUE	\$355,000	\$105,000	\$110,000	\$140,000

BY REVENUE BREAKDOWN

[DR] REVENUE	\$210,000	\$60,000	\$70,000	\$80,000
[CR] REVENUE	\$145,000	\$45,000	\$40,000	\$60,000

[DR] New Cases	33	9	11	13
[CR] New Cases	51	18	18	15

## NOTES

- WE WILL MAKE GOAL ADJUSTMENTS EVERY QUARTER

## OTHER IMPORTANT INITIATIVES

## Q2 ROCKS

1 Finalize + document duties and responsibilities for all positions- Crista

2 Finalized onboarding process- Drake

3 Create a sales system - Bill

4 Fully onboard new DR attorney - Drake

5 Completed Admin video training library - Crista

6 Standardize hiring framework- Bill