

JEFF LEWIS LAW

[Law Firm Name]

		Q1				Q2				Q3				Q4			
NAME	GOAL (\$ or #)	QUARTERLY GOALS (\$ or #)	Q1 GOALS BROKEN DOWN BY MONTH			QUARTERLY GOALS (\$ or #)	Q2 GOALS BROKEN DOWN BY MONTH			QUARTERLY GOALS (\$ or #)	Q3 GOALS BROKEN DOWN BY MONTH			QUARTERLY GOAL (\$ or #)	Q4 GOALS BROKEN DOWN BY MONTH		
			JANUARY	FEBRUARY	MARCH		APRIL	MAY	JUNE		JULY	AUGUST	SEPTEMBER		OCTOBER	NOVEMBER	DECEMBER
REVENUE	\$1,710,500	\$439,190	\$151,100	\$138,600	\$149,490	\$464,850	\$160,400	\$154,950	\$149,500	\$464,850	\$160,400	\$154,950	\$149,500	\$437,600	\$165,850	\$133,150	\$138,600
REVENUE BREAKDOWN		REVENUE BREAKDOWN		REVENUE BREAKDOWN		REVENUE BREAKDOWN		REVENUE BREAKDOWN		REVENUE BREAKDOWN		REVENUE BREAKDOWN		REVENUE BREAKDOWN		REVENUE BREAKDOWN	
Jammie Production	\$253,250	\$61,250	\$21,750	\$18,750	\$20,740	\$65,750	\$23,000	\$22,000	\$20,750	\$65,750	\$23,000	\$22,000	\$20,750	\$60,500	\$24,000	\$17,750	\$18,750
Jeff Production	\$480,000	\$120,000	\$40,000	\$40,000	\$40,000	\$120,000	\$40,000	\$40,000	\$40,000	\$120,000	\$40,000	\$40,000	\$40,000	\$120,000	\$40,000	\$40,000	\$40,000
Kyla Production	\$516,000	\$138,000	\$46,800	\$43,200	\$48,000	\$151,200	\$52,800	\$50,400	\$48,000	\$151,200	\$52,800	\$50,400	\$48,000	\$139,200	\$55,200	\$40,800	\$43,200
Nora Production	\$56,250	\$13,750	\$4,750	\$4,250	\$4,750	\$14,500	\$5,000	\$4,750	\$4,750	\$14,500	\$5,000	\$4,750	\$4,750	\$13,500	\$5,250	\$4,000	\$4,250
Tim Production	\$405,000	\$106,200	\$37,800	\$32,400	\$36,000	\$113,400	\$39,600	\$37,800	\$36,000	\$113,400	\$39,600	\$37,800	\$36,000	\$104,400	\$41,400	\$30,600	\$32,400
HOURS BREAKDOWN		HOURS BREAKDOWN		HOURS BREAKDOWN		HOURS BREAKDOWN		HOURS BREAKDOWN		HOURS BREAKDOWN		HOURS BREAKDOWN		HOURS BREAKDOWN		HOURS BREAKDOWN	
Jammie Hours	1,013	245	87	75	83	263	92	88	83	263	92	88	83	242	96	71	75
Jason Hours	340	82	29	25	28	88	31	29	28	88	31	29	28	81	32	24	25
Jeff Hours	600	150	50	50	50	150	50	50	50	150	50	50	50	150	50	50	50
Kyla Hours	1,290	345	117	108	120	378	132	126	120	378	132	126	120	348	138	102	108
Nora Hours	225	55	19	17	19	58	20	19	19	58	20	19	19	54	21	16	17
Tim Hours	1,350	354	126	108	120	378	132	126	120	378	132	126	120	348	138	102	108

NOTES

- The annual goals outlined to the left are what the totals will be after each person takes their allotted time off. We cannot know when that is going to occur during the year, so the breakdown of the annual goals (Q1-Q4) are showing the breakdown if they took no time off. We will adjust as we go through the year, but the goals to the left should be able to be hit because time off is accounted for.

Q1 GOALS

GOAL NAME	GOAL (\$ or #)	Q1 GOALS BROKEN DOWN BY MONTH		
		JANUARY	FEBRUARY	MARCH
Revenue	\$439,190	\$151,100	\$138,600	\$149,490

REVENUE BREAKDOWN

Jammie Production	\$61,250	\$21,750	\$18,750	\$20,740
Jeff Production	\$120,000	\$40,000	\$40,000	\$40,000
Kyla Production	\$138,000	\$46,800	\$43,200	\$48,000
Nora Production	\$13,750	\$4,750	\$4,250	\$4,750
Tim Production	\$106,200	\$37,800	\$32,400	\$36,000

HOURS BREAKDOWN

Jammie Hours	245	87	75	83
Jason Hours	82	29	25	28
Jeff Hours	150	50	50	50
Kyla Hours	345	117	108	120
Nora Hours	55	19	17	19
Tim Hours	354	126	108	120

NOTES

- The annual goals outlined to the left are what the totals will be after each person takes their allotted time off. We cannot know when that is going to occur during the year, so the breakdown of the annual goals (Q1-Q4) are showing the breakdown if they took no time off.
- We will adjust as we go through the year, but the goals to the left should be able to be hit because time off is accounted for.

Q1 ROCKS

1 Attend one Affinity meeting a month - Jeff

2 Touch one person from existing referral list per week - Jeff

3 Implement AR forms + triggers - Jason

4 Get right person in admin + paralegal rolls - Jason

IMPORTANT REMINDERS