

Practice Area Evaluation

Page # ___

Identify your main areas of practice.

(Use as many copies of this page as you need for your lists.)

1. _____

2. _____

3. _____

4. _____

List Clients:

List Clients:

List Clients:

List Clients:

Areas of practice:

PA1. _____

PA2. _____

PA3. _____

Continue from Client Listing Page:

Continue from Client Listing Page:

Continue from Client Listing Page:

of files in PA last year: ____

of files in PA last year: ____

of files in PA last year: ____

In this practice area, what were your:

In this practice area, what were your:

In this practice area, what were your:

Total billable hours _____

Total billable hours _____

Total billable hours _____

Total annual billings _____

Total annual billings _____

Total annual billings _____

x general collection rate ____

x general collection rate ____

x general collection rate ____

- extra expenses for PA _____

- extra expenses for PA _____

- extra expenses for PA _____

Value Last Year _____

Value Last Year _____

Value Last Year _____

Est. Value Current Year: _____

Est. Value Current Year: _____

Est. Value Current Year: _____

- Aggravation rate

- Aggravation rate

- Aggravation rate

+ Personal Challenge

+ Personal Challenge

+ Personal Challenge

+ Professional or Personal Satisfaction

+ Professional or Personal Satisfaction

+ Professional or Personal Satisfaction

For each practice area, consider the *ratios* between number of clients, number of hours and effort expended, billings, and resulting income.

Consider also these factors: aggravation, challenge, satisfaction in each area of practice.

What is the actual value of each practice area to you?