

PRE-PAID DISCOUNTS

Table 7.1 Has your firm ever offered a pre-paid deal through which clients are granted some form of discount in exchange for pre-payment for a certain number of hours of legal work to be performed in the future?

	No Answer	Yes	No
Entire sample	0.00%	52.94%	47.06%

Table 7.2 Has your firm ever offered a pre-paid deal through which clients are granted some form of discount in exchange for pre-payment for a certain number of hours of legal work to be performed in the future? Broken out by Country

Country	Yes	No
USA	33.33%	66.67%
All Other Countries	75.00%	25.00%

Table 7.3 Has your firm ever offered a pre-paid deal through which clients are granted some form of discount in exchange for pre-payment for a certain number of hours of legal work to be performed in the future? Broken out by Number of Partners

Number of Partners	Yes	No
Less than 5	42.86%	57.14%
5 to 19	57.14%	42.86%
20 to 100	71.43%	28.57%
More than 100	50.00%	50.00%

Table 7.4 Has your firm ever offered a pre-paid deal through which clients are granted some form of discount in exchange for pre-payment for a certain number of hours of legal work to be performed in the future? Broken out by Number of Total Employees

Number of Total Employees	Yes	No
Less than 20	41.67%	58.33%
20-99	42.86%	57.14%
100-400	62.50%	37.50%
More than 400	71.43%	28.57%

Table 7.5 Has your firm ever offered a pre-paid deal through which clients are granted some form of discount in exchange for pre-payment for a certain number of hours of legal work to be performed in the future? Broken out by the source that accounts for the highest share of your firm revenues

What is the source that accounts for the highest share of your firm's revenues?	Yes	No
Legal Work for Individuals	25.00%	75.00%
Legal Work for Small Business (less than \$5 Million Annual Revenues)	50.00%	50.00%
Legal Work for Small & Medium Sized Business (\$5 to \$250 Million Annual Revenues)	90.91%	9.09%
Legal Work for Big Business (\$250+ Million in Annual Revenues)	41.67%	58.33%
Legal Work for Government & Non-Profits	0.00%	100.00%

Table 8.1 Approximately what percentage of your current cases involve such an arrangement?

	Mean	Median	Minimum	Maximum
Entire sample	3.83	2.50	0.00	20.00

Table 8.2 Approximately what percentage of your current cases involve such an arrangement? Broken out by Country

Country	Mean	Median	Minimum	Maximum
USA	5.30	5.00	0.00	20.00
All Other Countries	2.79	2.00	0.00	10.00

Table 8.3 Approximately what percentage of your current cases involve such an arrangement? Broken out by Number of Partners

Number of Partners	Mean	Median	Minimum	Maximum
Less than 5	3.00	0.00	0.00	20.00
5 to 19	3.75	2.75	0.00	10.00
20 to 100	4.50	5.00	1.50	8.00
More than 100	5.67	5.00	2.00	10.00

Table 8.4 Approximately what percentage of your current cases involve such an arrangement? Broken out by Number of Total Employees

Number of Total Employees	Mean	Median	Minimum	Maximum
Less than 20	1.25	0.00	0.00	5.00
20-99	4.25	0.25	0.00	20.00
100-400	5.50	5.00	1.50	10.00
More than 400	5.80	5.00	2.00	10.00

Table 8.5 Approximately what percentage of your current cases involve such an arrangement? Broken out by the source that accounts for the highest share of firm revenues?

What is the source that accounts for the highest share of your firm's revenues?	Mean	Median	Minimum	Maximum
Legal Work for Individuals	0.83	0.00	0.00	5.00
Legal Work for Small Business (less than \$5 Million Annual Revenues)	3.00	3.00	3.00	3.00
Legal Work for Small & Medium Sized Business (\$5 to \$250 Million Annual Revenues)	4.10	3.50	0.00	10.00
Legal Work for Big Business (\$250+ Million in Annual Revenues)	7.17	6.00	0.00	20.00
Legal Work for Government & Non-Profits	0.00	0.00	0.00	0.00