

Solo-Small Firm Economic Survey 2007 Summary Analysis

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**MSBA Law Practice Management & Marketing Section
Minnesota CLE
Minnesota Lawyers Mutual Ins. Co.**

Strategic Solutions for Solo & Small Firms
Tuesday August 7, 2007
Duluth, MN

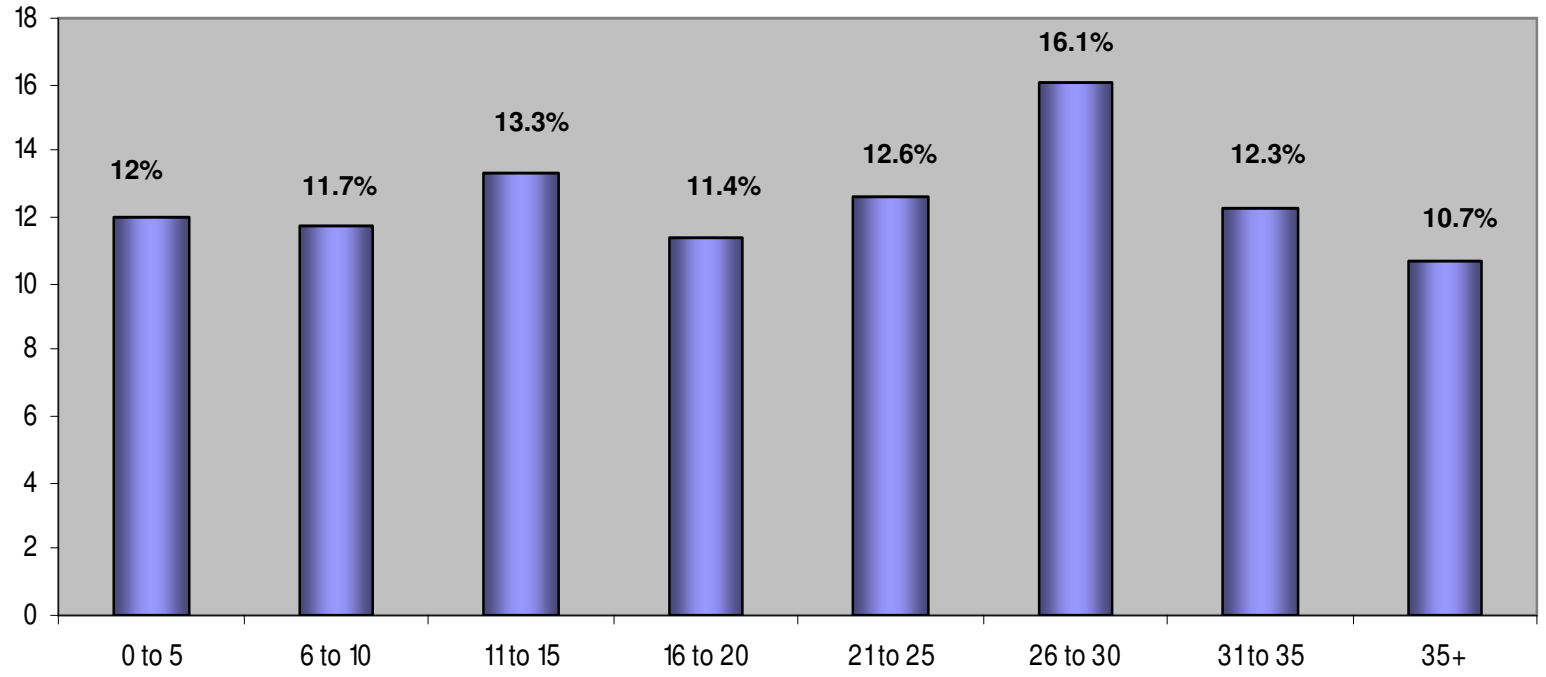
Sample Selection:

- Database: 5000 randomly selected Minnesota practitioners.
- Attorneys in private practice, firms of 1 to 10 lawyers.
- E-Mail survey between 7/23/07-7/26/07.
- Response rate: 339 practitioners, 6.4%.

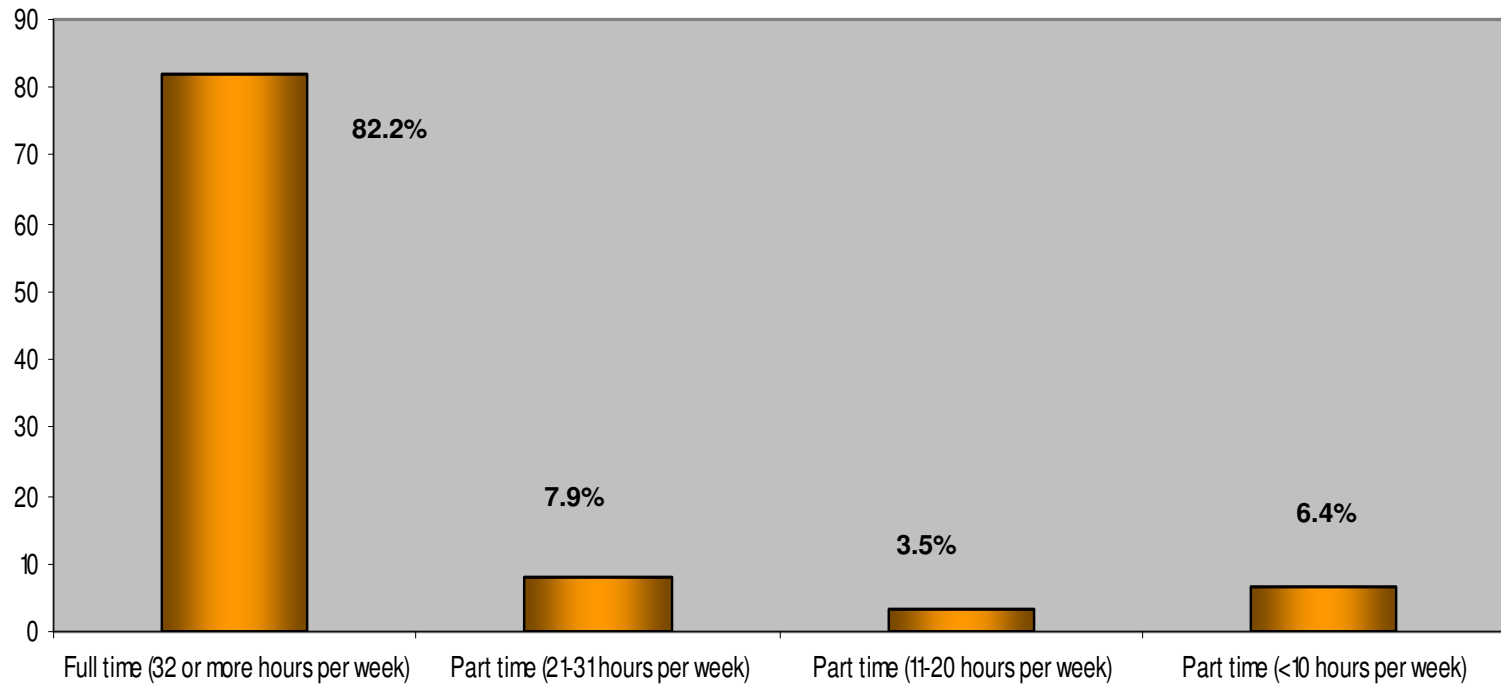
Notes:

- This is the second year of the survey. Questions were added in the area of retirement, and quality of life.

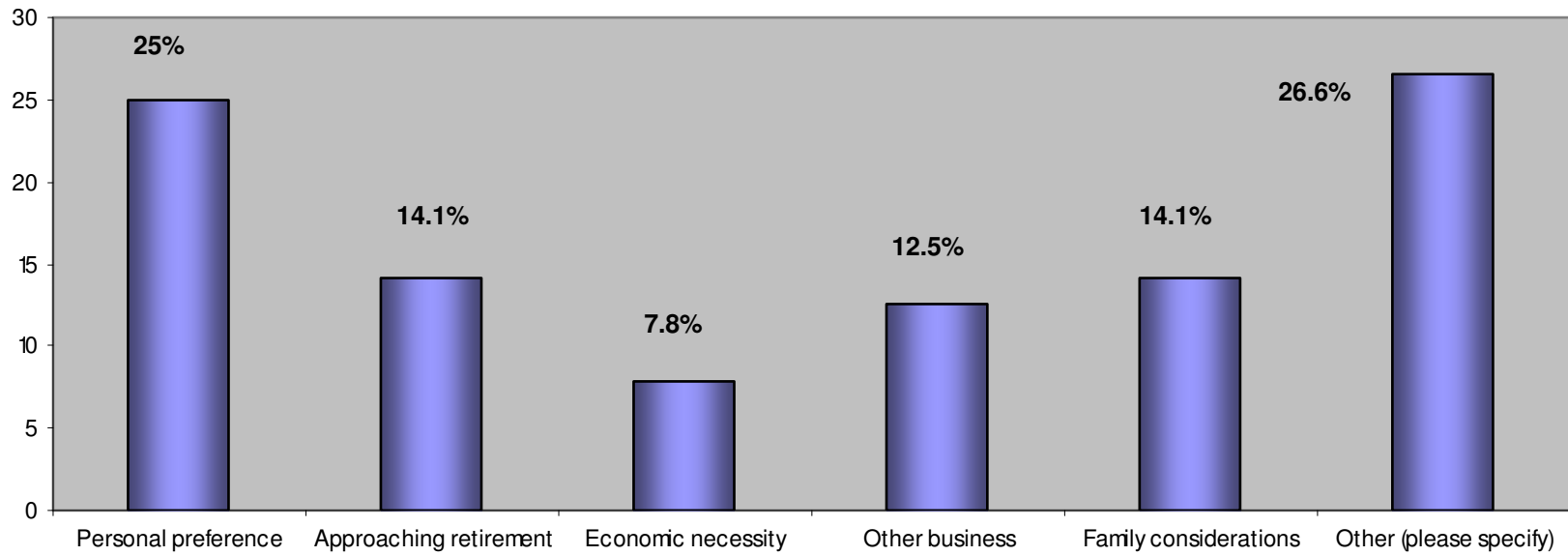
Years in Practice



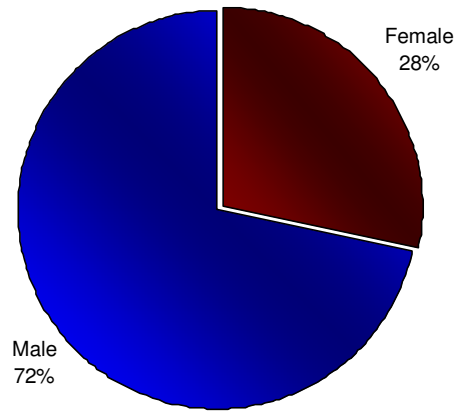
Hours Working



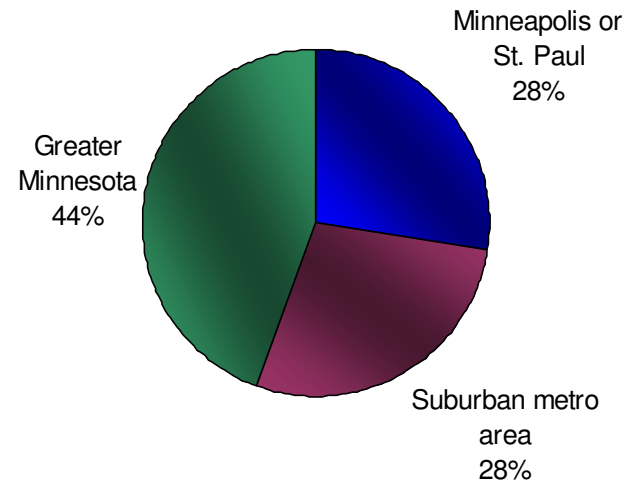
Why Working Part-Time?



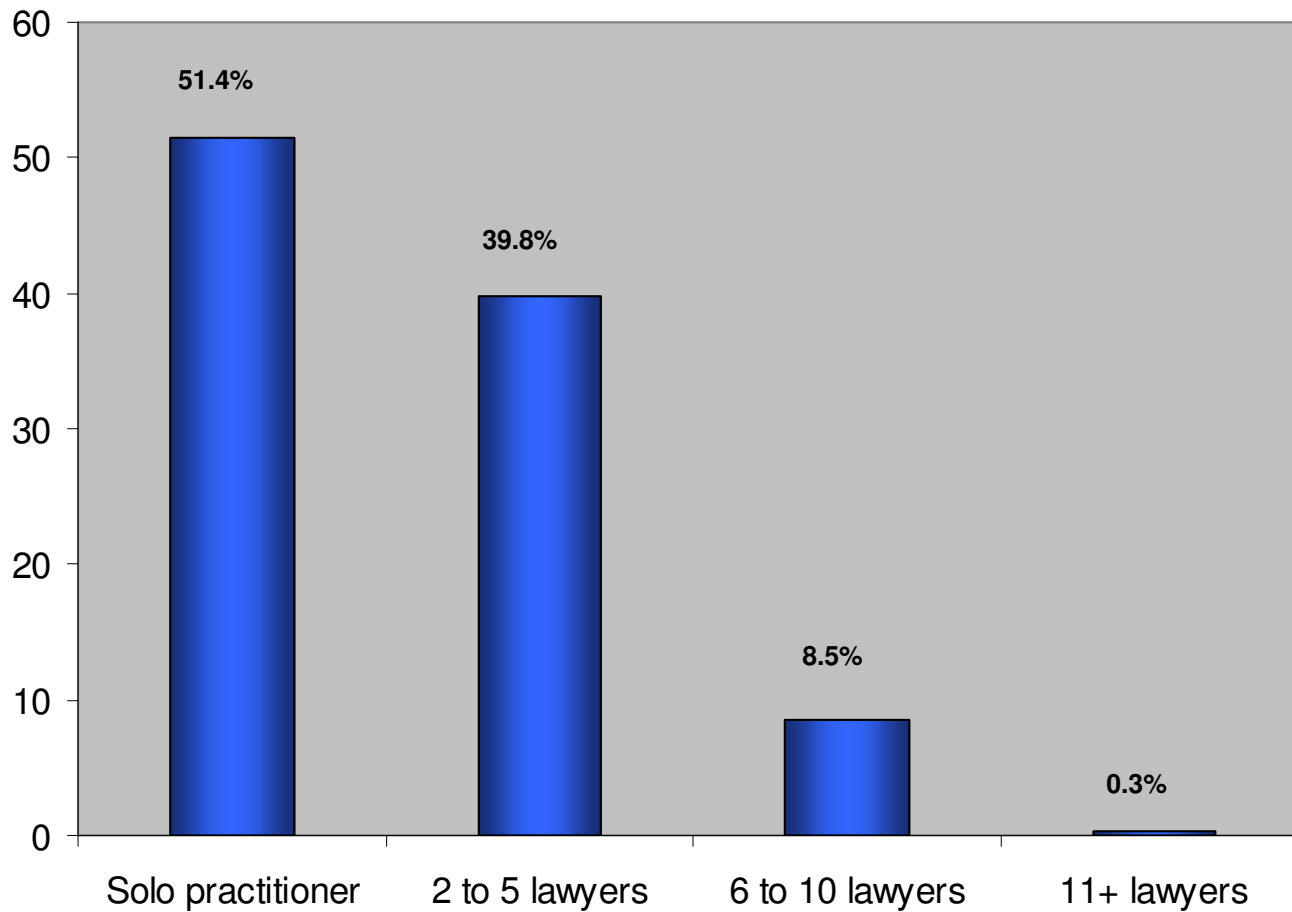
Gender



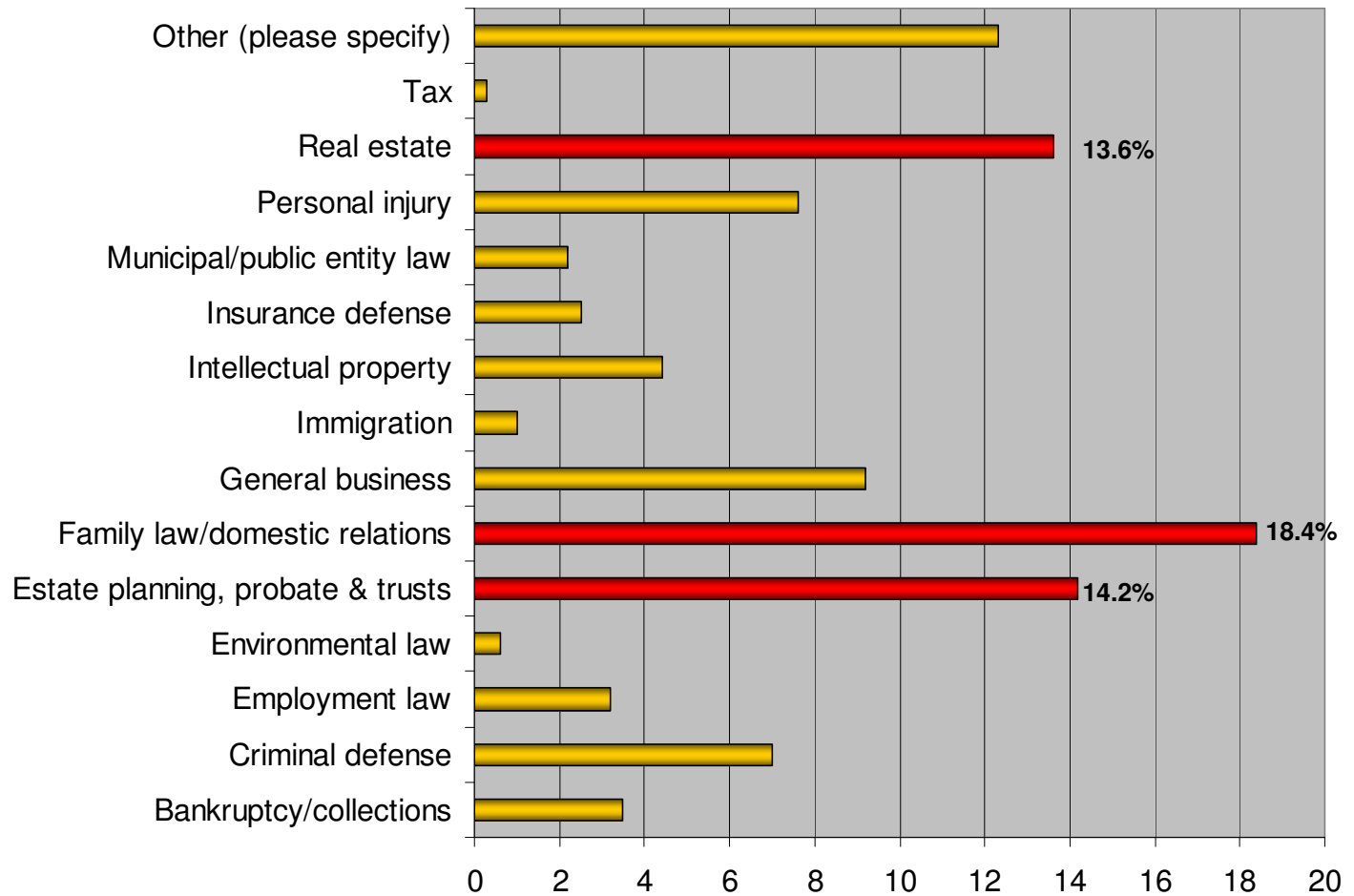
Practice Location



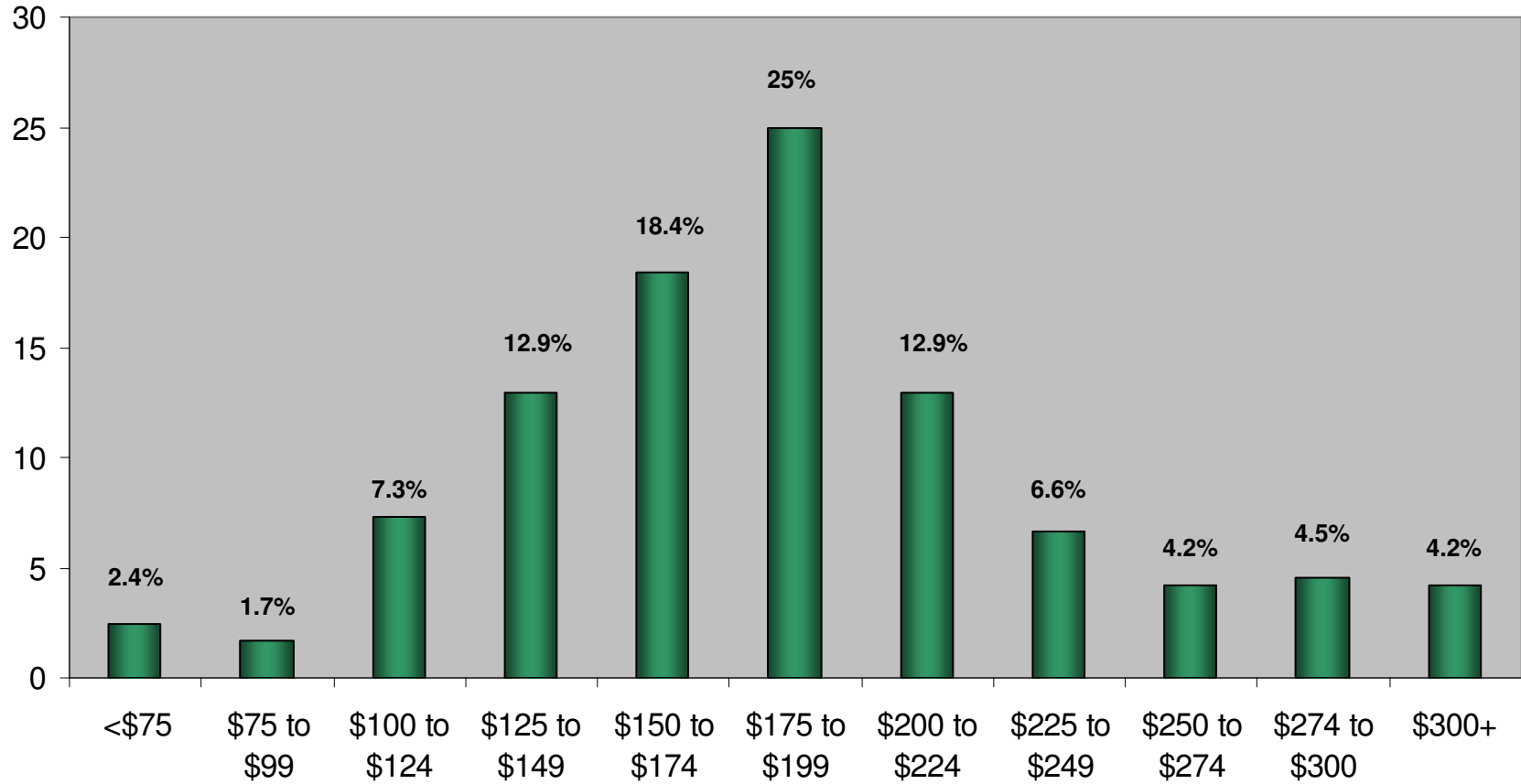
Size of Practice



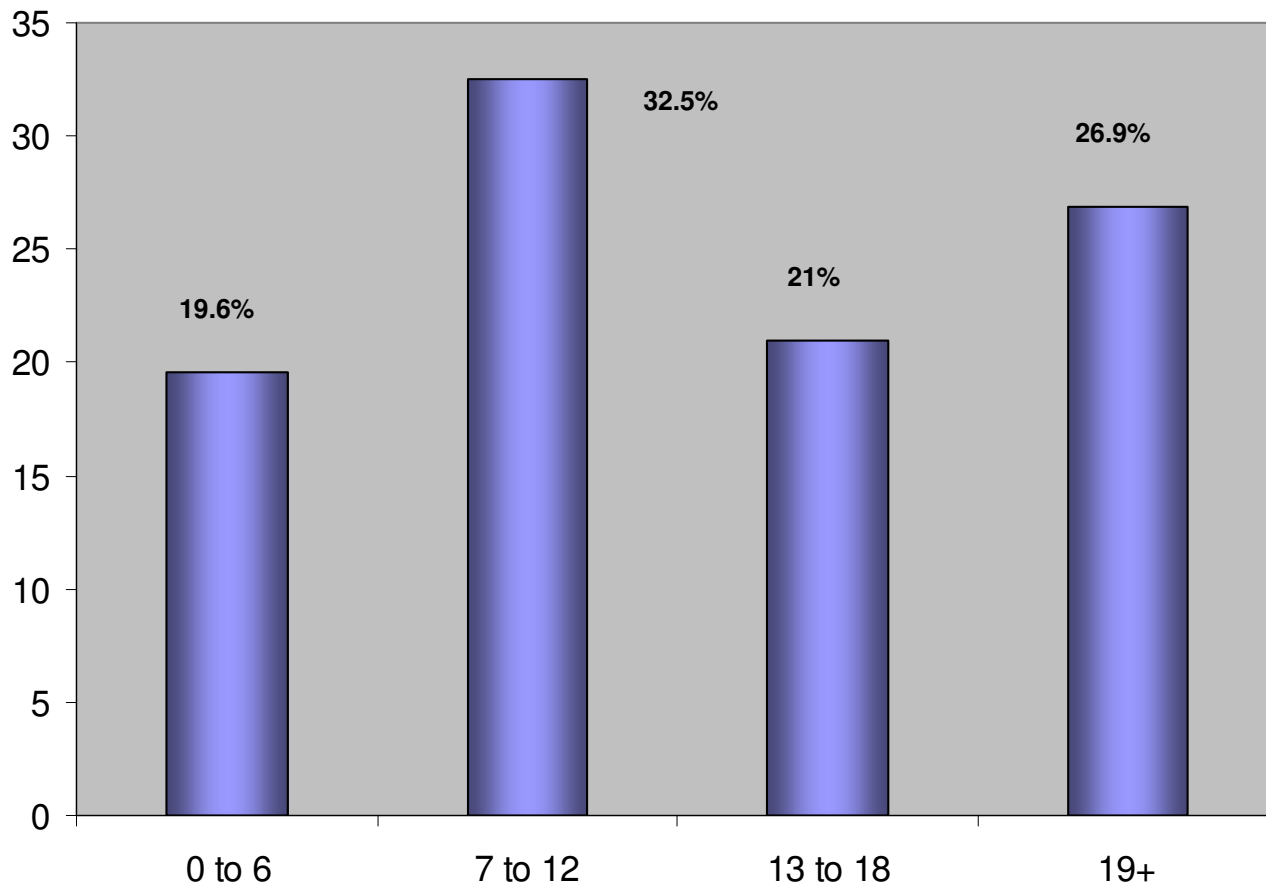
Primary Area of Practice



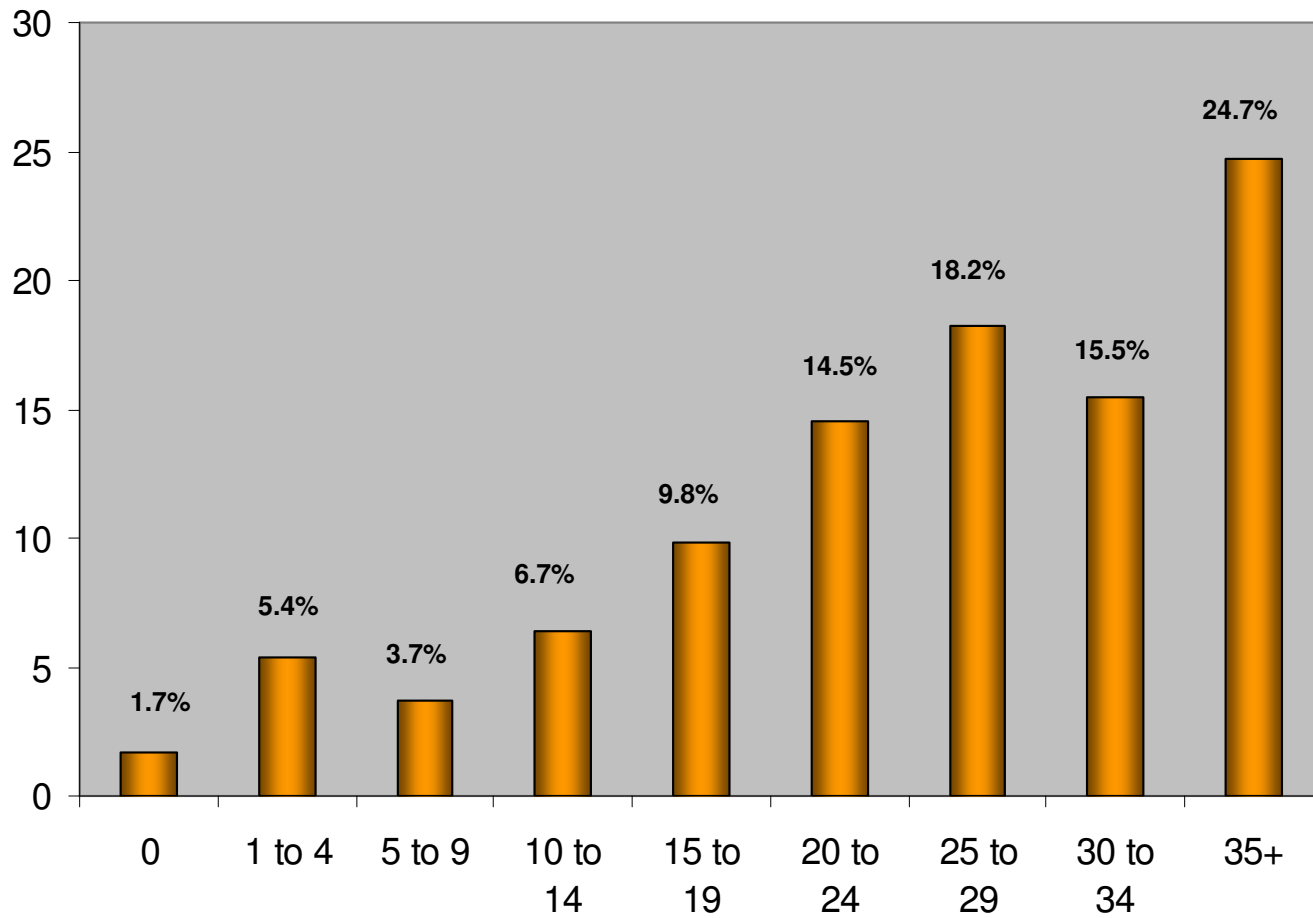
Average Hourly Billing



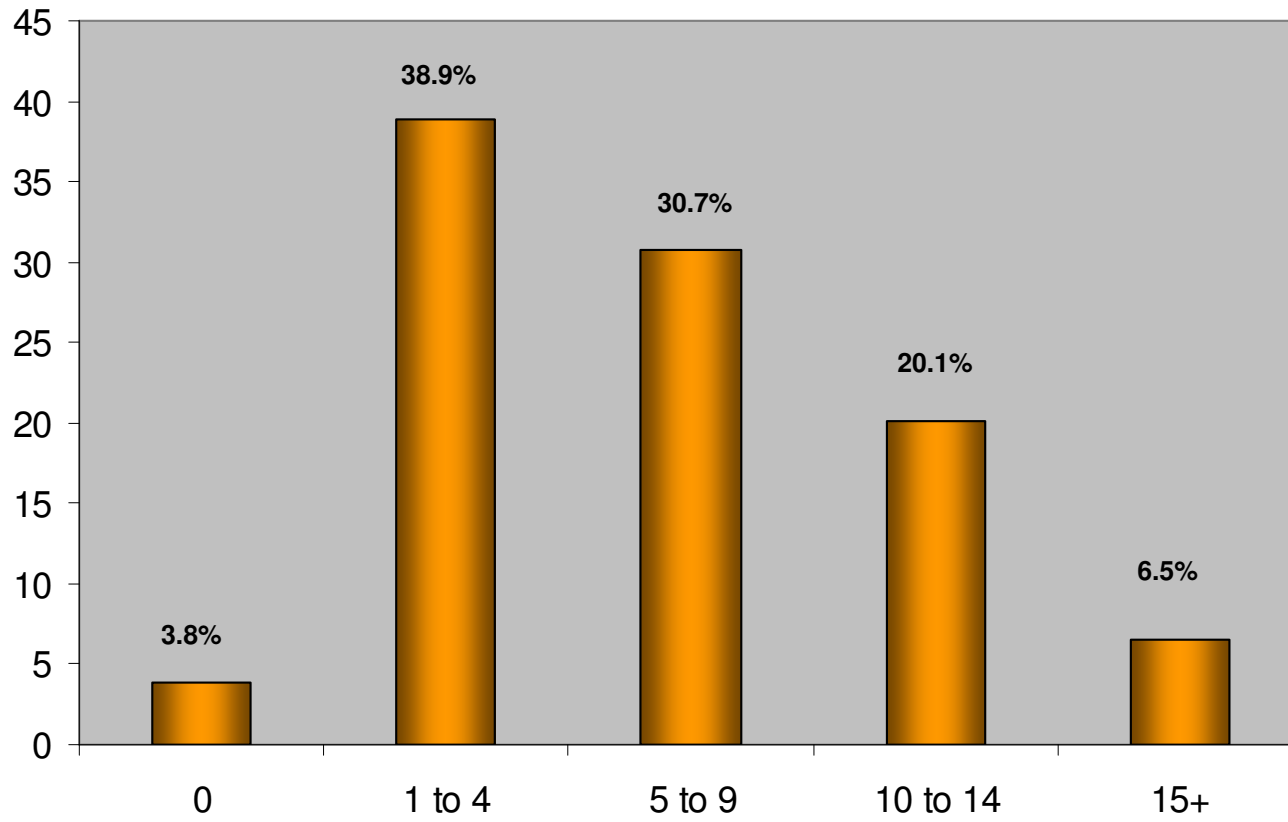
Months since Changed Billing Rates



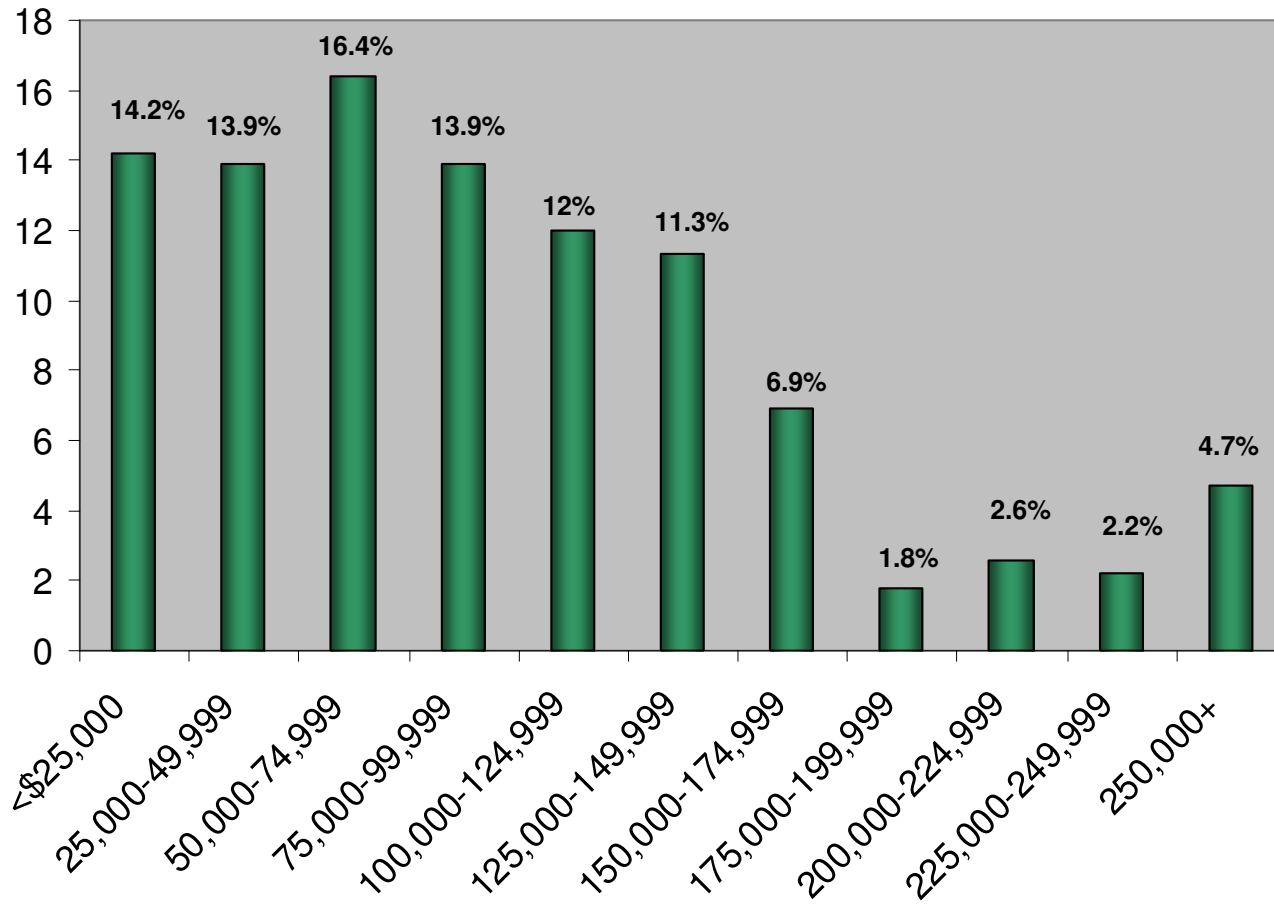
Hours Per Week on Paying Clients



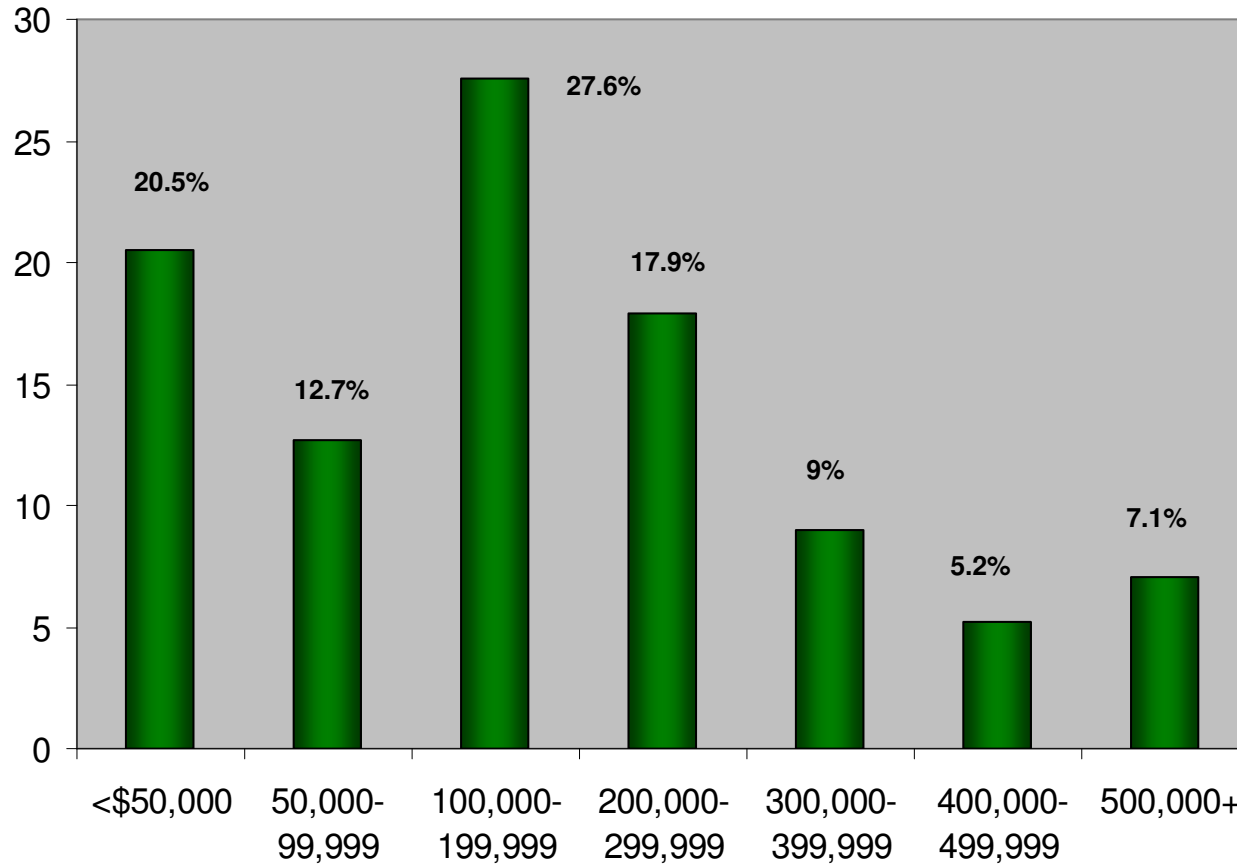
Hours Per Week on Management/Administrative Duties



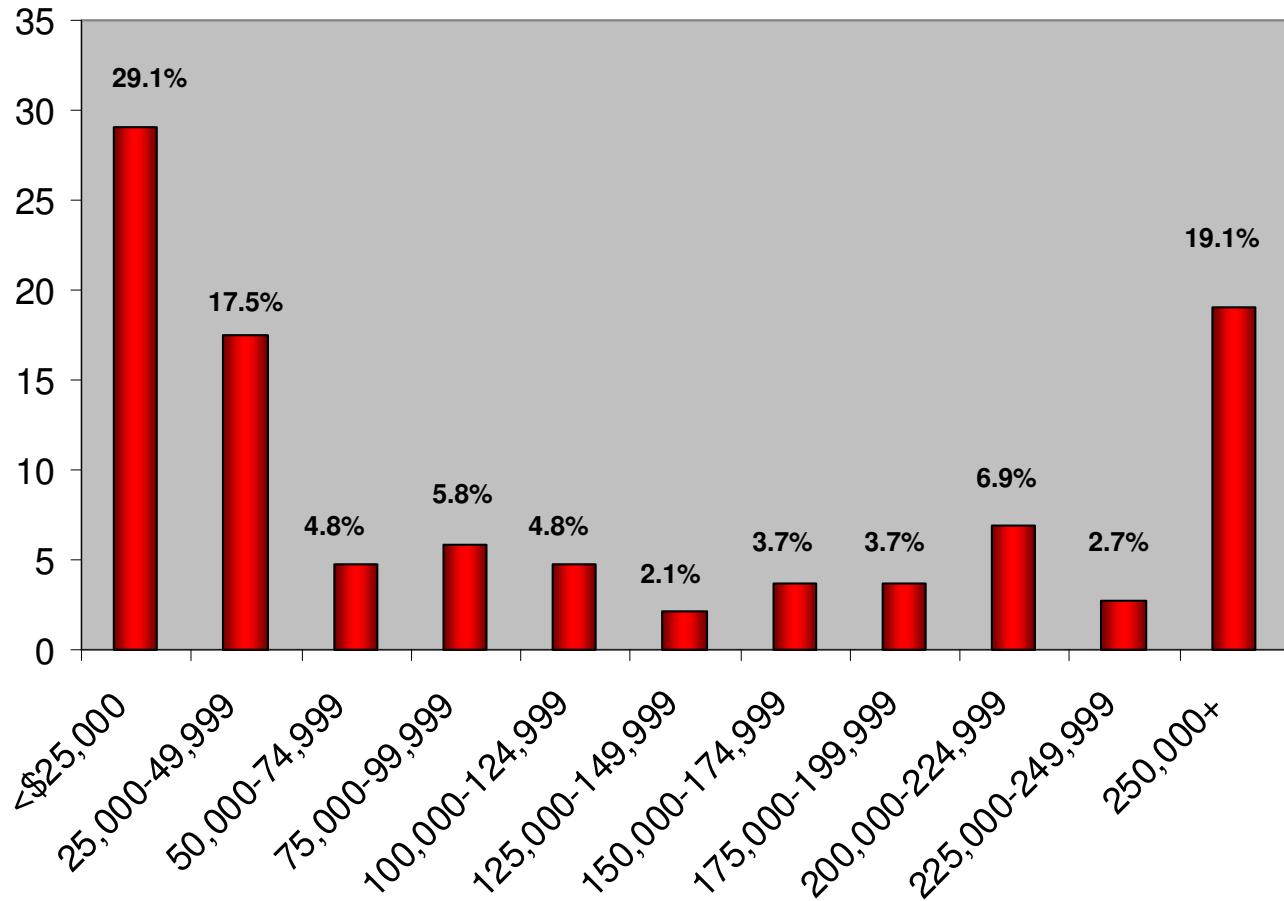
Attorney Annual Net Income 2006



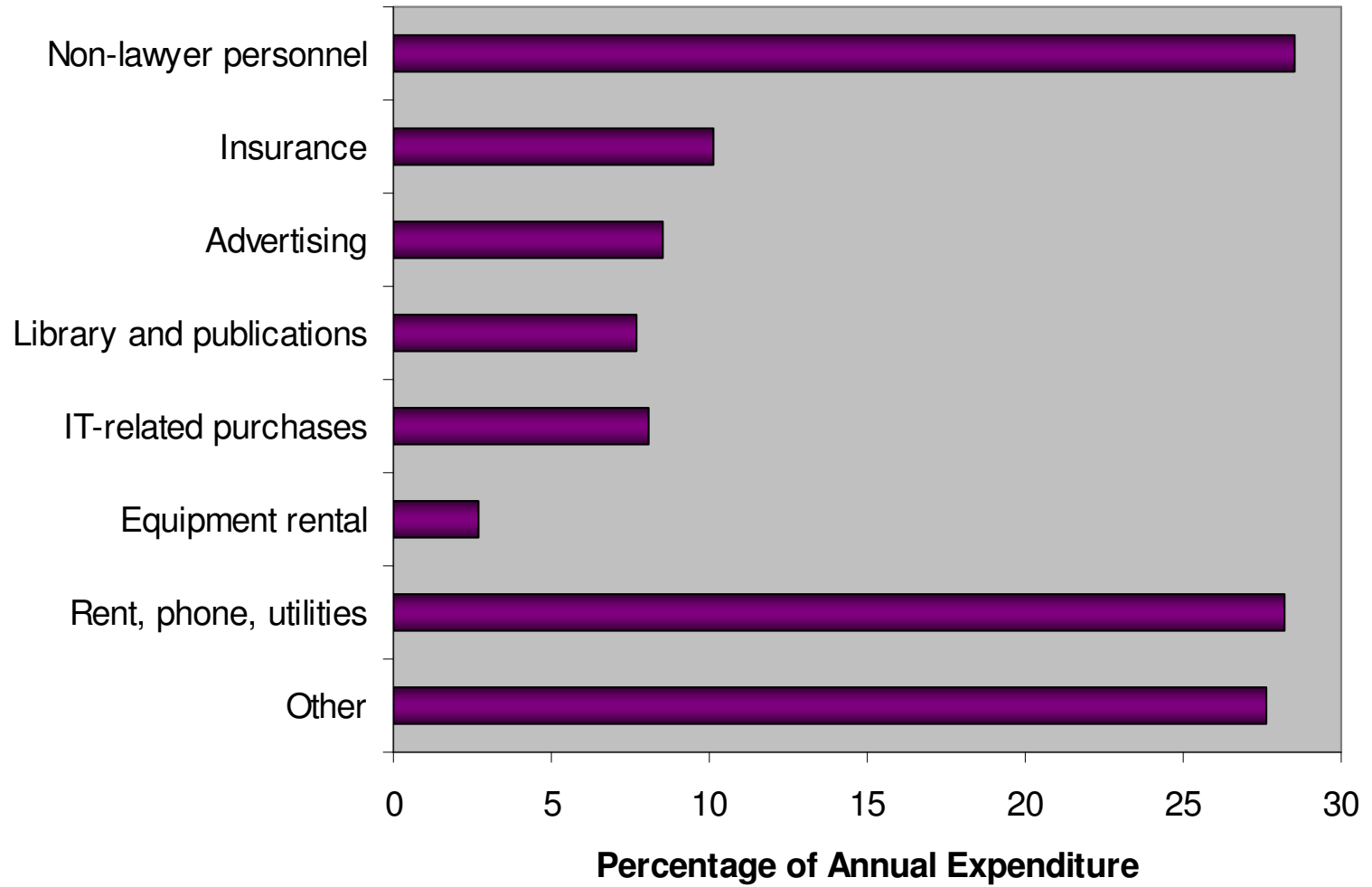
Firm Gross Receipts (Fees Collected) 2006



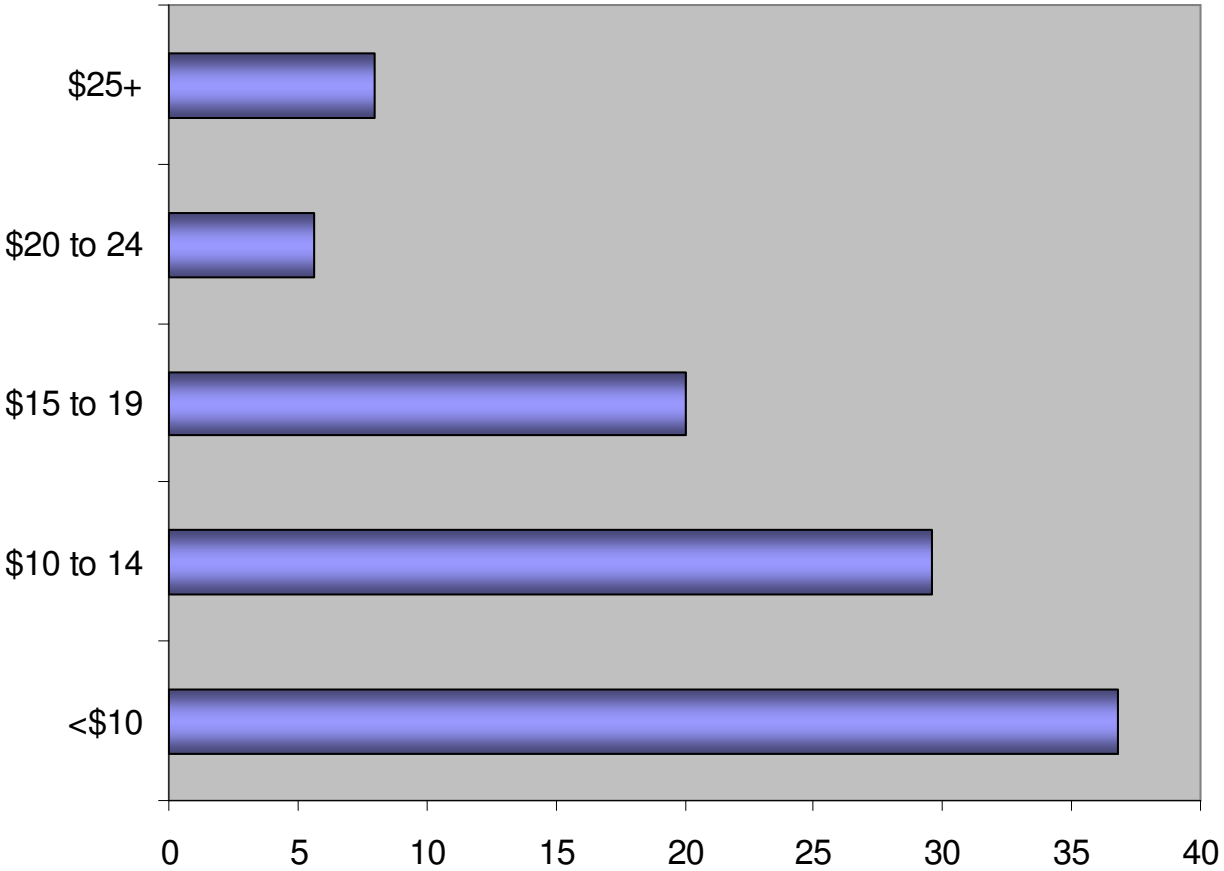
Firms Total Expenditures 2006



Percentage Expenditure by Category

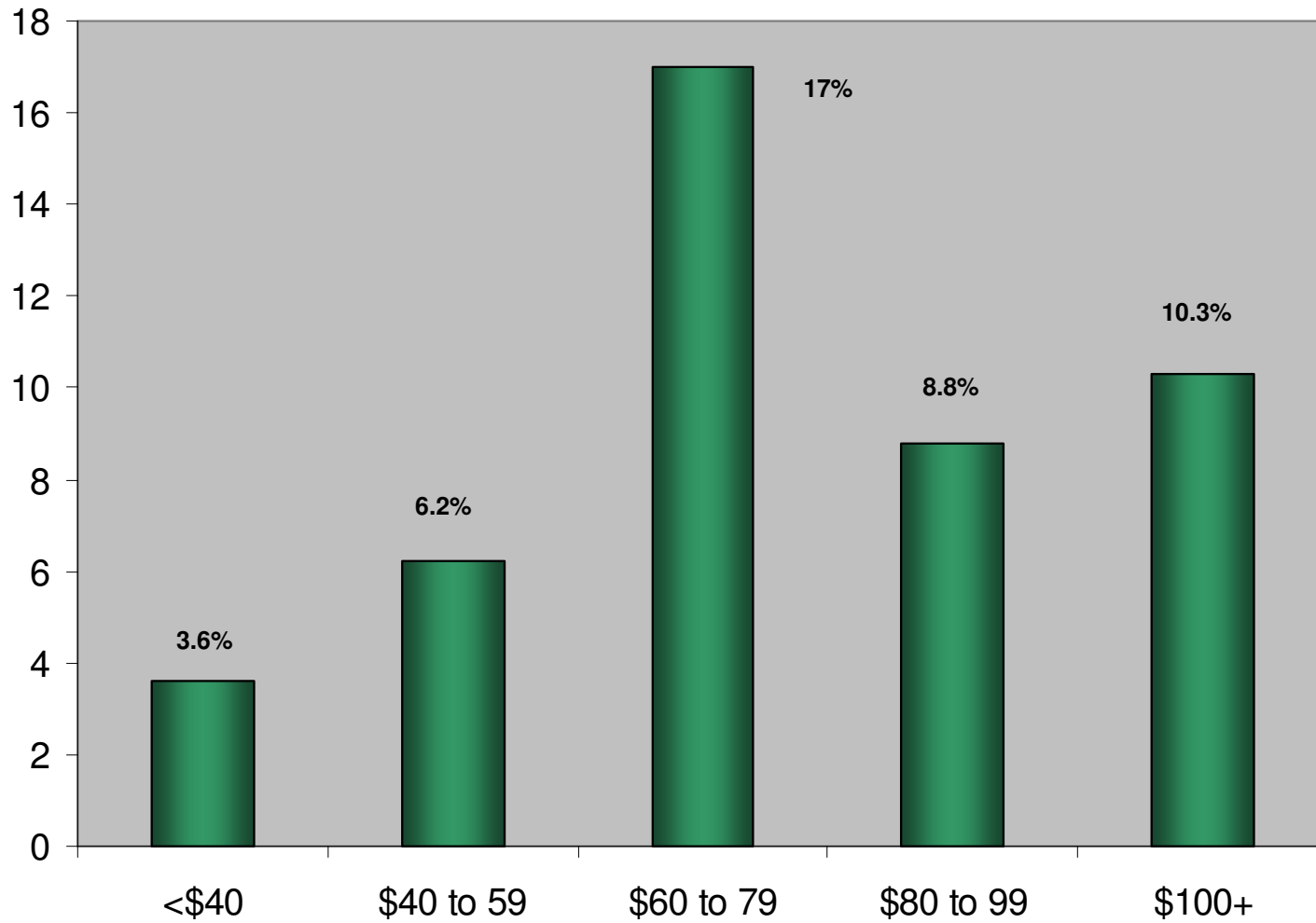


Leased Office Space: Price Per Square Foot

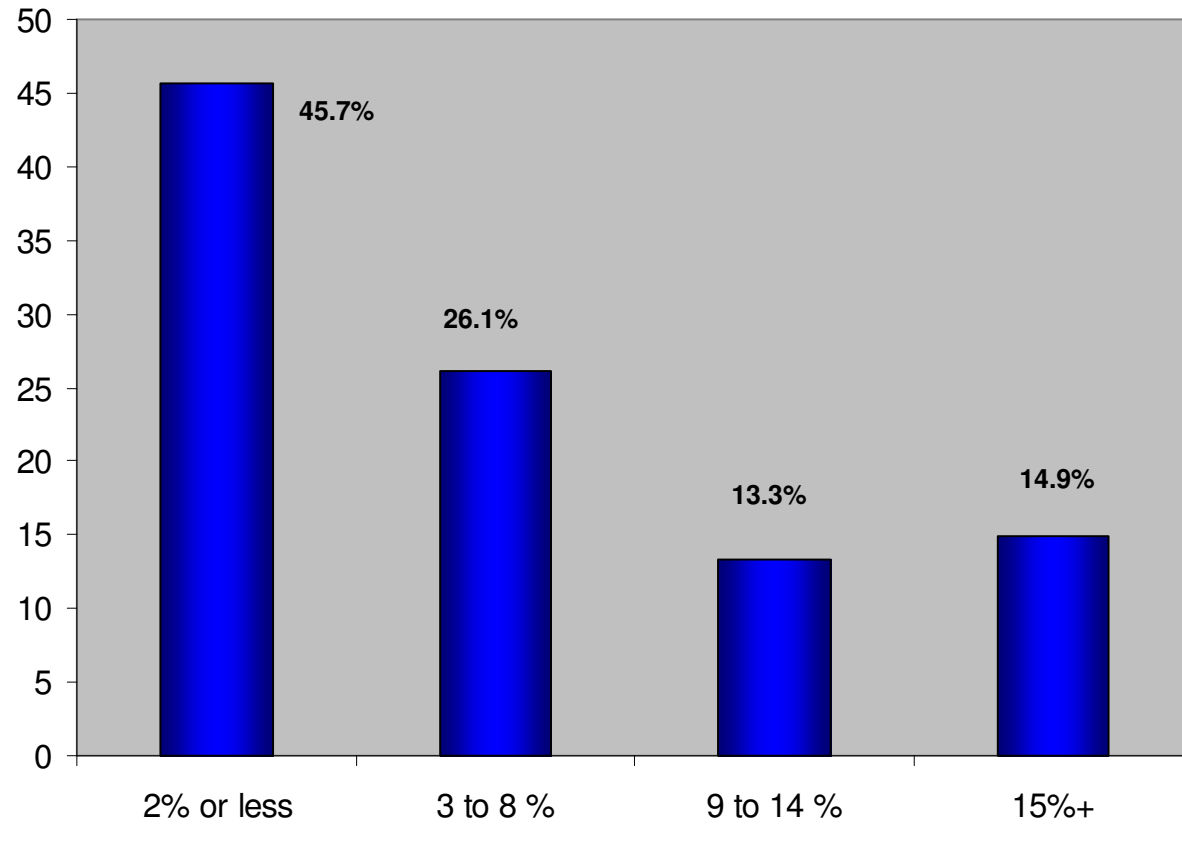


Percentage Respondents

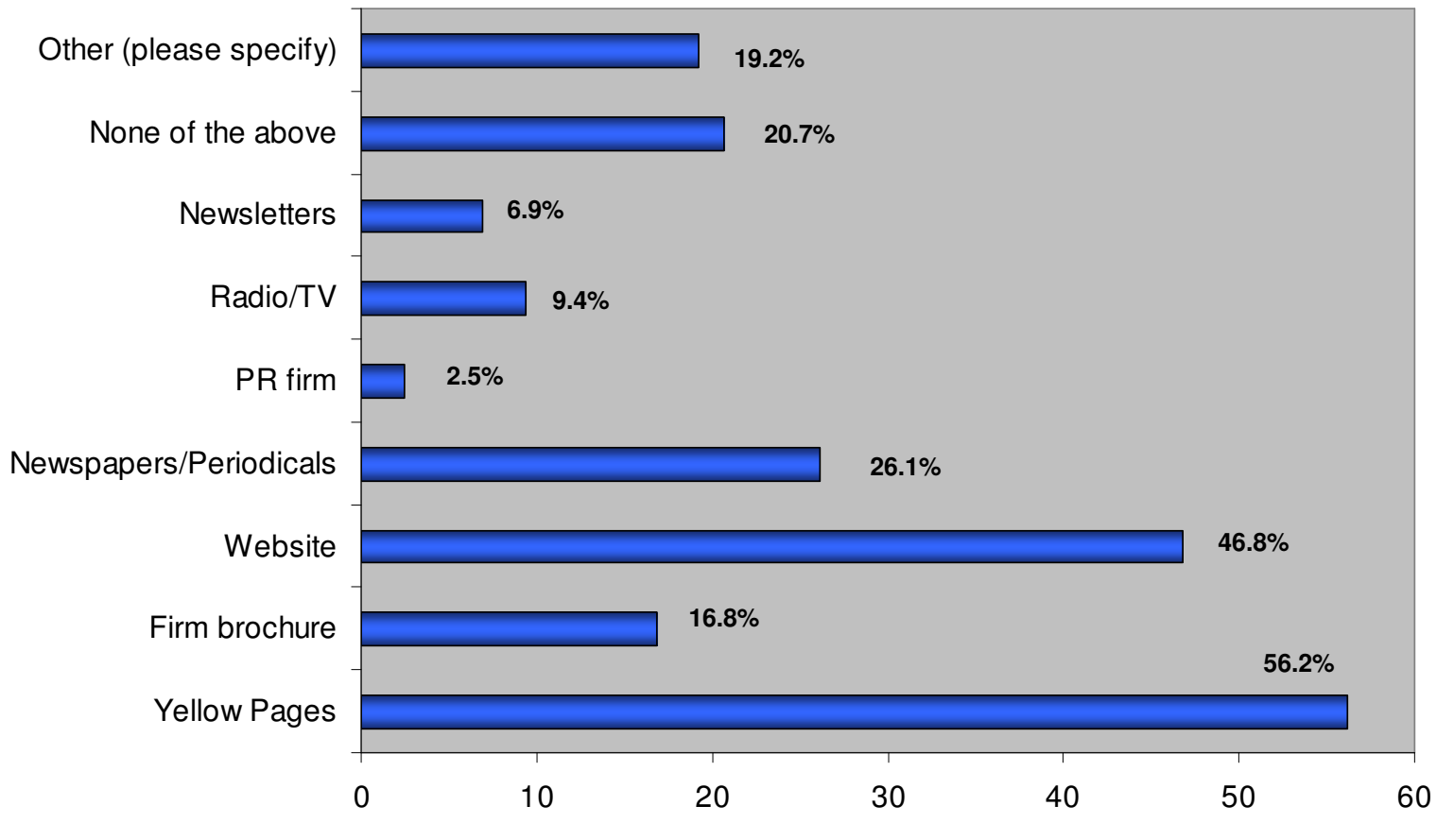
Average Hourly Billing for Non-lawyer Assistant



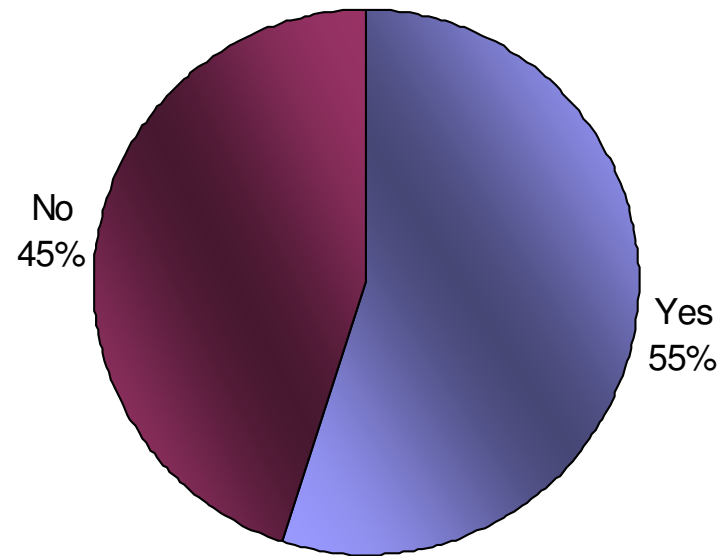
Percentage Billings Uncollectible 2006

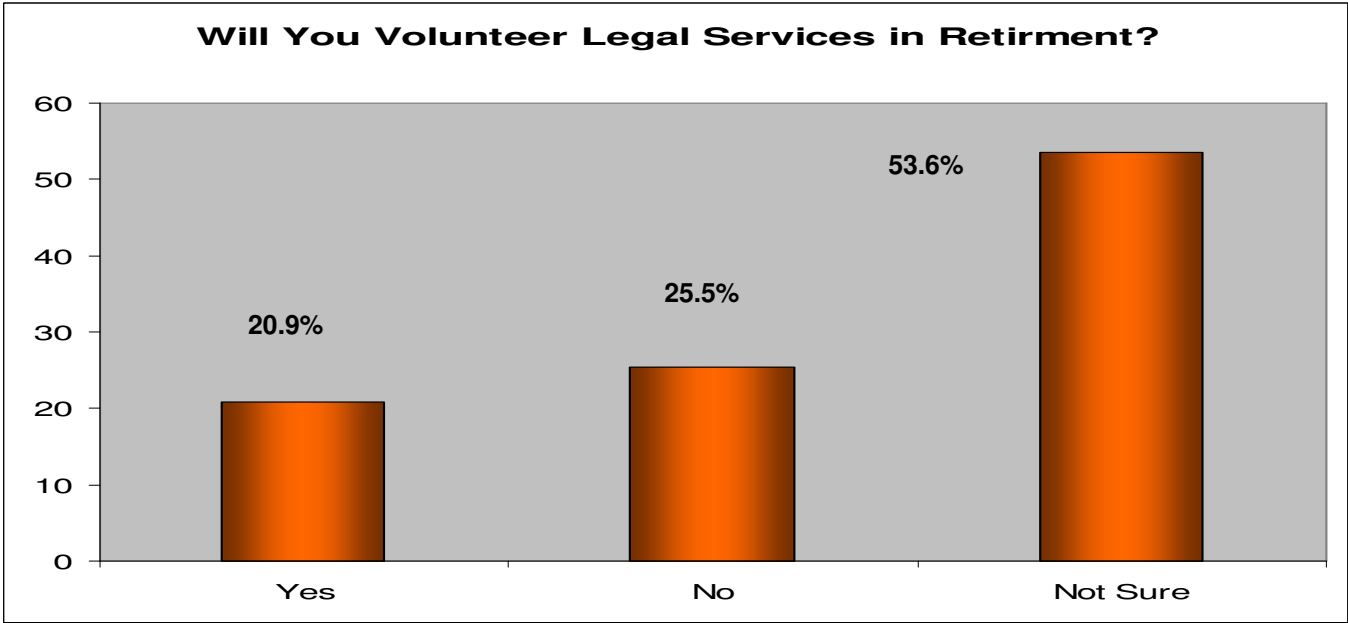
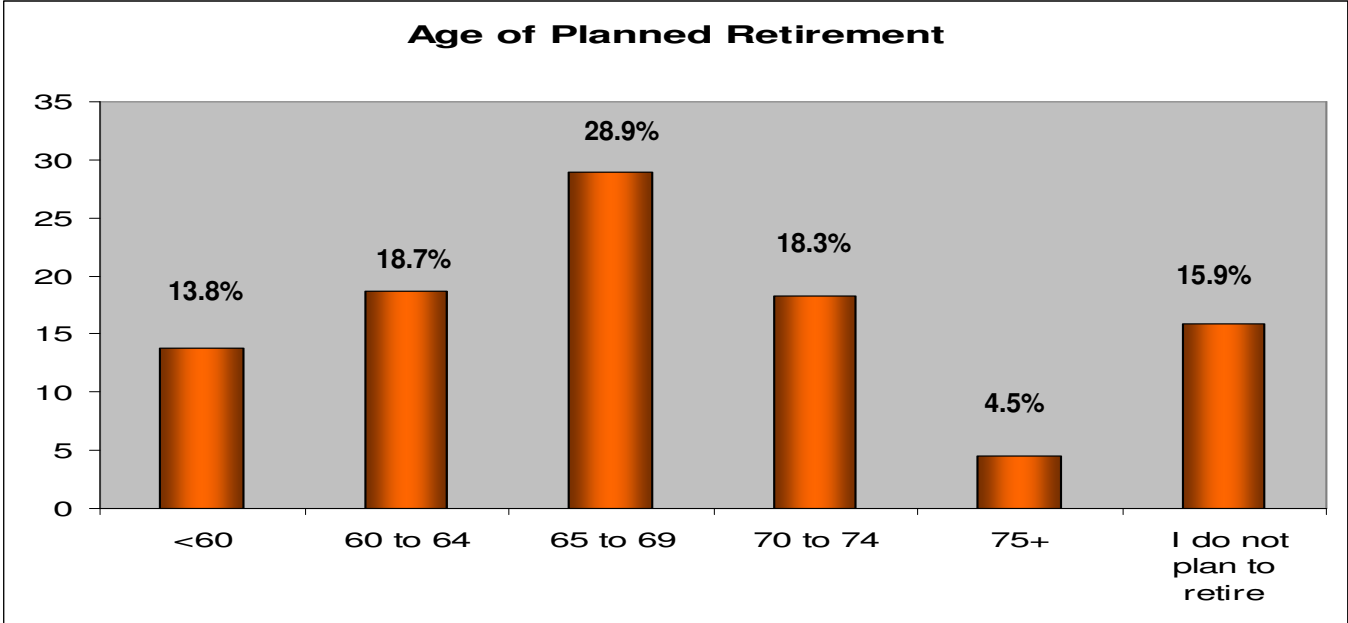


Marketing Tactics Used by Firm

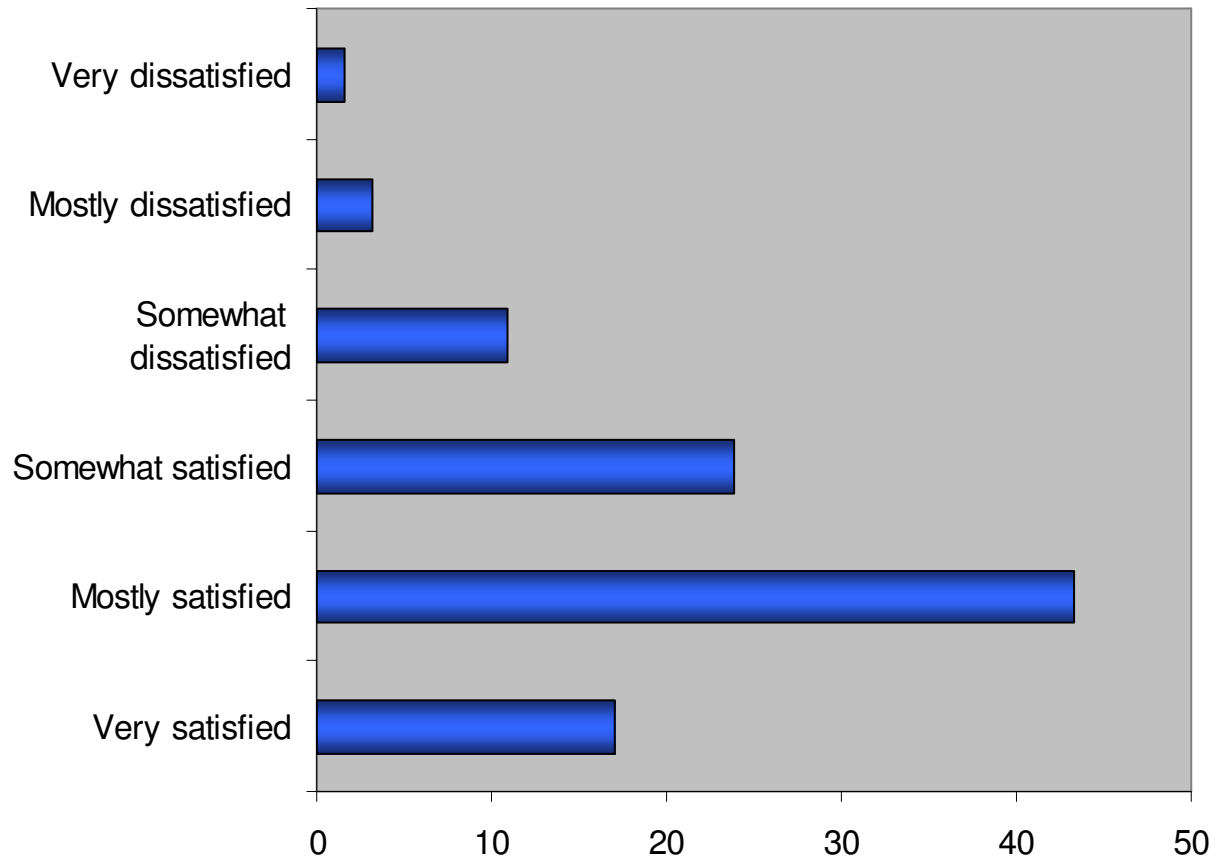


Do You Have a Retirement Plan?





Overall Career Satisfaction



Current Demand for Legal Work

