

## **ALTMAN WEIL PRACTICE GROUP PERFORMANCE SCORECARD**

<b>FACTOR</b>	<b>SCORE</b>	<b>RATING SCALE</b>
Overall Practice Group performance	49%	% Very Good or Excellent
Overall PG Leader performance	52%	% Very good or Excellent
New business generation	42%	% Very Good or Excellent
Cross-selling	41%	% Very Good or Excellent
Integrating new lateral hires	62%	% Very Good or Excellent
Planning process	6.0	On a 0-10 rating scale
Plan implementation	5.6	On a 0-10 rating scale
Effectiveness of non-lawyer PG staff	7.7	On a 0-10 rating scale

Scorecard ratings are drawn from the *Altman Weil Practice Group Performance Survey*.

Conducted in October 2011, the survey polled Managing Partners of law firms in the US and Canada with 50 or more lawyers. Download the complete survey at [www.altmanweil.com/PGPerformanceSurvey](http://www.altmanweil.com/PGPerformanceSurvey).