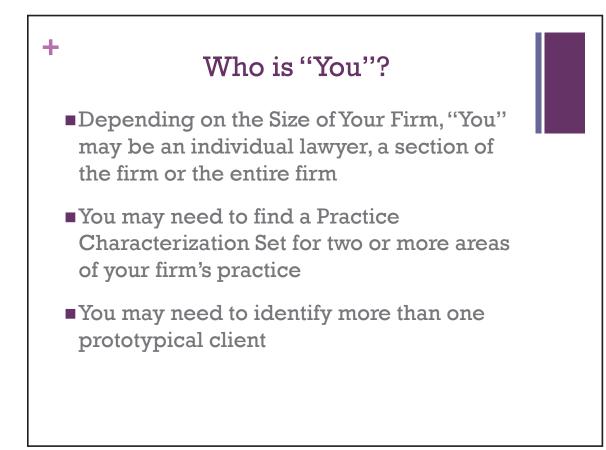
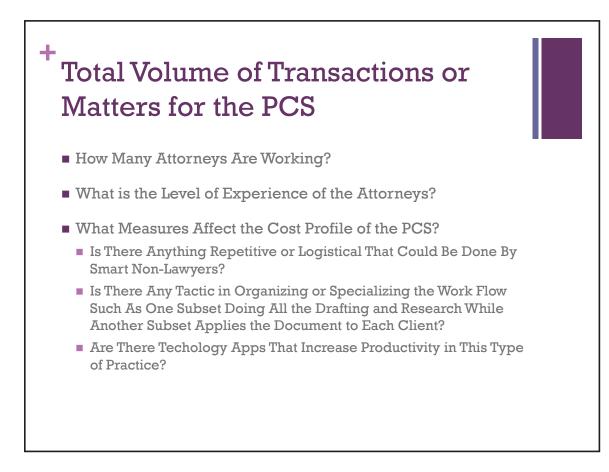


Practice Characteristic Sets			
	Personal Injury Litigation	Debt Collections	Niche Business Transactions
Total Trans Per Year	5 trials/Yr 10 settlements/ Yr (Low)	3 trials /Yr 100 settlements/Yr (High)	15 transactions multi part (Low)
Total Trans Per Client Per Year	l Per Year or Ever (Low)	20 Per Year (High)	l PerYear (Low)
Median Price Tag of Trans	Medium to High	Low	Medium to High
Prototype Client	People Doing Physical Labor Or All Auto Drivers	Businesses with Higher Customer Volume	Entrepreneurs Or More Established Businesses
	Assumes solo or small firm	Assumes solo or small firm	Assumes solo or Small firm





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Title search: Acquiring and Keeping Good Clients

Also available as part of the eCourse <u>Client Relationships: Selecting, Keeping, and Firing Clients</u>

First appeared as part of the conference materials for the 2018 Managing Your Success: Practice Management at the Next Level session "Keeping Good Clients"