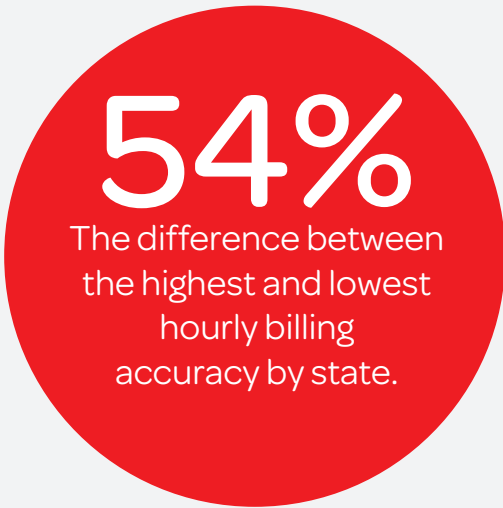
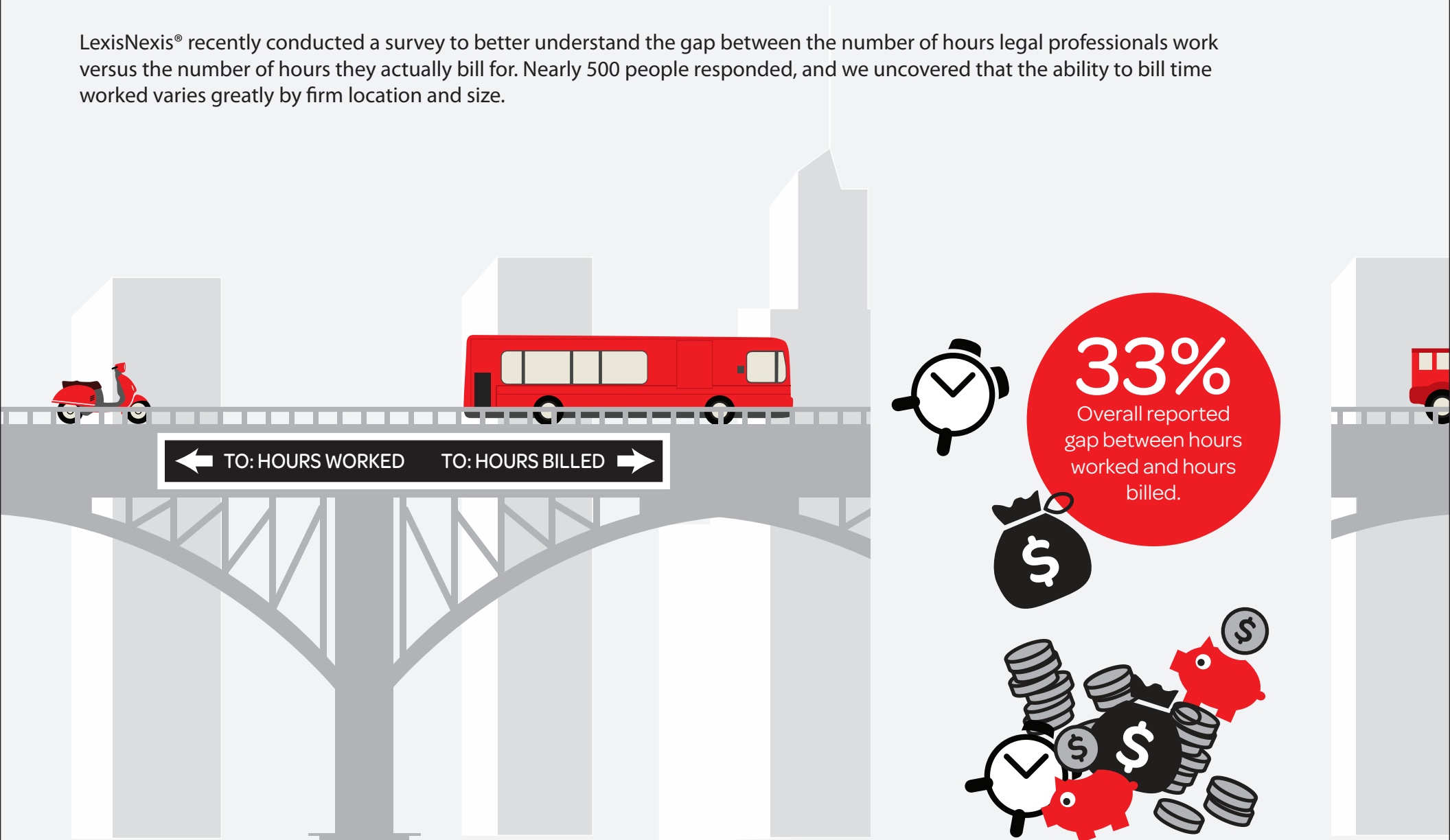


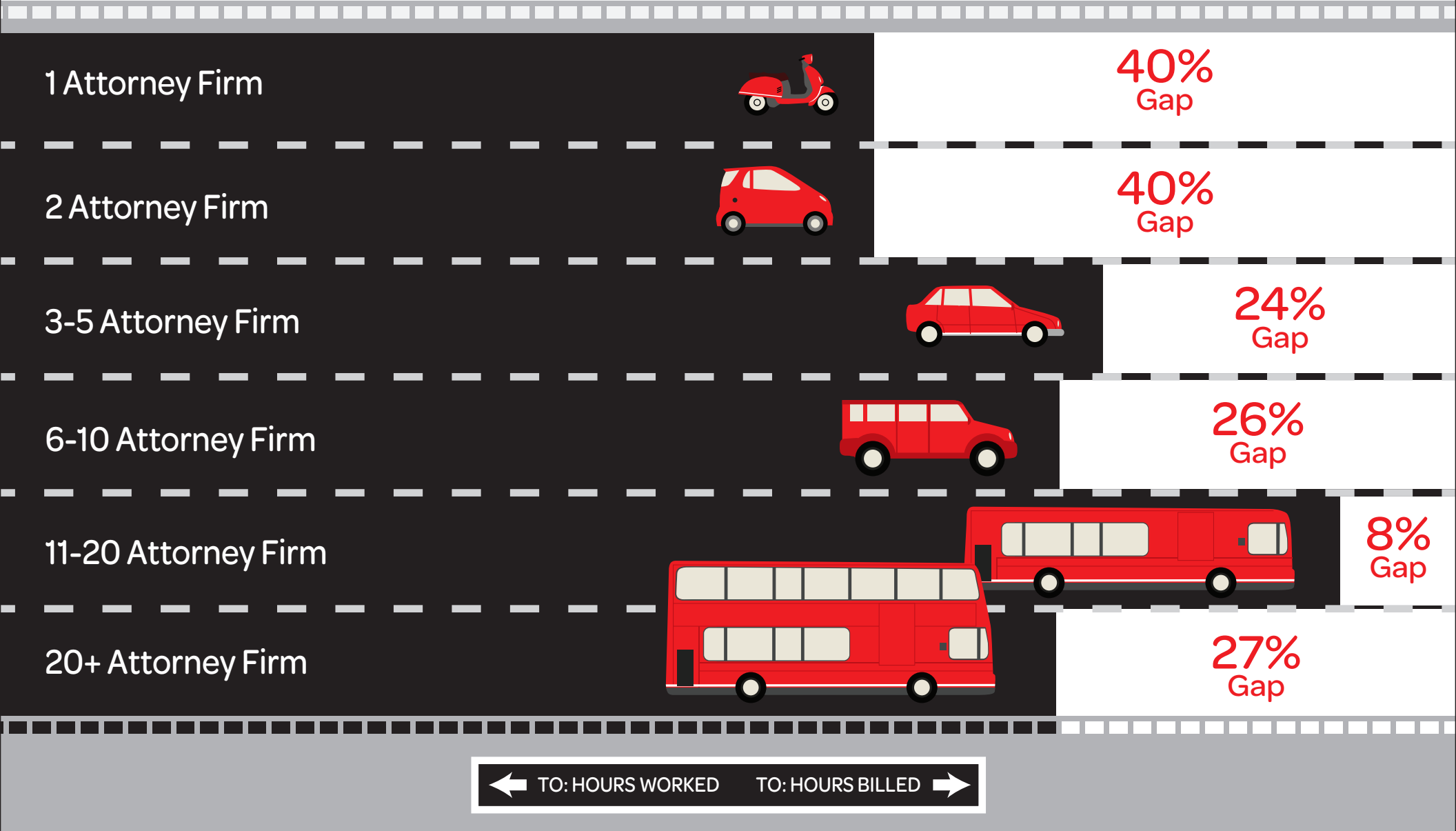
Bridging The Gap:

LexisNexis® recently conducted a survey to better understand the gap between the number of hours legal professionals work versus the number of hours they actually bill for. Nearly 500 people responded, and we uncovered that the ability to bill time worked varies greatly by firm location and size.



Which Size Firms Bill Best?

Firms with 11-20 attorney firms seem to have it figured out, and are billing a remarkable 92% of their time worked, while smaller firms (1-2 attorneys) are struggling to bill their time worked, perhaps because they have to wear so many hats.

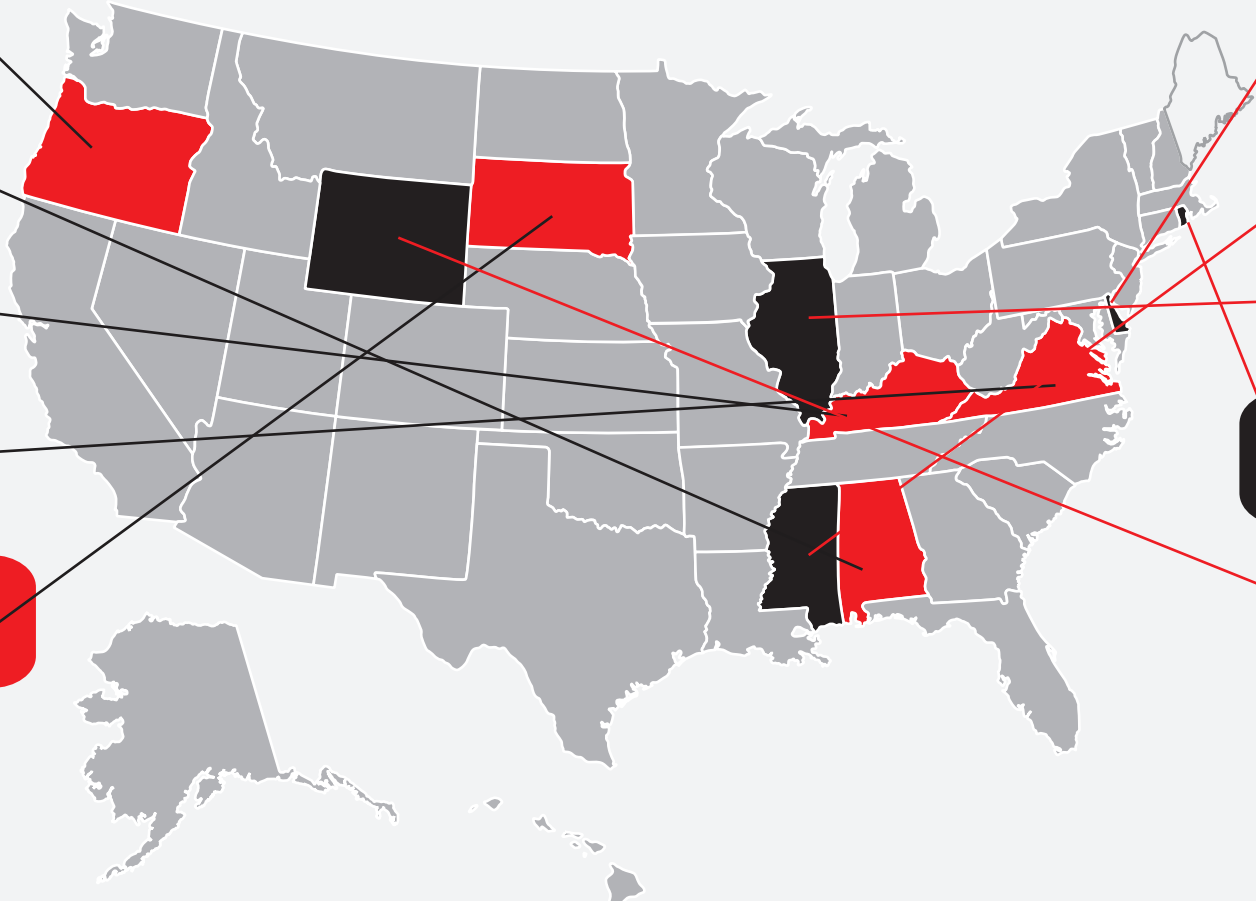


Which States Bill Best?

Firms in Delaware aren't wasting time, they are billing for 94% of their time worked. At the other end, Oregonians came in last, billing just 41% of their time.

5 Worst Billers

- 1 Oregon 40.63%
- 2 Alabama 49.55%
- 3 Kentucky 51.14%
- 4 Virginia 51.55%
- 5 South Dakota 55.26%



5 Best Billers

- 1 Delaware 94.44%
- 2 Mississippi 88.55%
- 3 Illinois 85.74%
- 4 Rhode Island 83.78%
- 5 Wyoming 83.33%

In Summary:

At the end of the day, few attorneys can bill for every minute worked. However, by looking closely at how time is spent working, attorneys can begin to bridge the gap of hours worked versus hours billed. The LexisNexis Billable Hour Survey only exposes the tip of the iceberg and we plan to drilldown further with future surveys to discover what is creating the gap.