

PRACTICE PROFITABILITY WITH MATTER LEVEL DETAIL												
PRACTICE	Client	Revenue	Collected	TK PR				Net Profit	AR WO			
	Hours		Rate/Avg.	Cost PR	OH Cost	Payroll Cost	Overhead	Before AR	Reserve			% All
	Billed	Credit	Rate	Hr.	PR Hr.	\$	Cost \$	WO/Reserve	(1)	Net Proft	% Profit	Profit
Practice 1	5,263	1,250,000	237.51	82.43	59.83	433,809	314,903	501,288	4,600	496,688	39.74%	26.53%
Practice 2	3,850	900,000	233.77	75.40	78.06	290,276	300,520	309,204	3,000	306,204	34.02%	16.35%
Practice 3	13,847	2,750,000	198.60	69.18	50.92	957,877	705,041	1,087,083	17,600	1,069,483	38.89%	57.12%
<b>Total</b>	<b>22,960</b>	<b>4,900,000</b>	<b>213.41</b>	<b>73.26</b>	<b>57.51</b>	<b>1,681,962</b>	<b>1,320,464</b>	<b>1,897,574</b>	<b>25,200</b>	<b>1,872,374</b>	<b>38.21%</b>	<b>100%</b>
<b>Practice 1</b>	<b>PRACTICE PROFITABILTY - CLIENT LEVEL RECAP</b>											
Client 1	1,010	216,800	214.66	89.25	64.94	90,142	65,584	61,074	727	60,347	27.84%	12.15%
Client 2	1,838	467,200	254.25	84.44	60.76	155,167	111,658	200,375	1,692	198,683	42.53%	40.00%
Client 3	2,416	566,000	234.32	78.04	56.99	188,500	137,661	239,839	2,181	237,658	41.99%	47.85%
Sub-total	<b>5,263</b>	<b>1,250,000</b>	<b>237.51</b>	<b>82.43</b>	<b>59.83</b>	<b>433,809</b>	<b>314,903</b>	<b>501,288</b>	<b>4,600</b>	<b>496,688</b>	<b>39.74%</b>	<b>100%</b>
<b>Practice 2</b>	<b>PRACTICE PROFITABILTY - CLIENT LEVEL RECAP</b>											
Client 1	795	158,750	199.69	78.20	81.66	62,166	64,920	31,664	550	31,114	19.60%	10.16%
Client 2	1,334	334,500	250.75	77.07	80.20	102,805	106,993	124,702	1,140	123,562	36.94%	40.35%
Client 3	1,721	406,750	236.35	72.81	74.73	125,305	128,607	152,838	1,310	151,528	37.25%	49.49%
Sub-total	<b>3,850</b>	<b>900,000</b>	<b>233.77</b>	<b>75.40</b>	<b>78.06</b>	<b>290,276</b>	<b>300,520</b>	<b>309,204</b>	<b>3,000</b>	<b>306,204</b>	<b>34.02%</b>	<b>100%</b>
<b>Practice 3</b>	<b>PRACTICE PROFITABILTY - CLIENT LEVEL RECAP</b>											
Client 1	4,226	756,850	179.08	67.64	47.12	285,876	199,155	271,820	4,312	267,508	35.34%	25.01%
Client 2	4,681	975,150	208.34	70.80	52.28	331,368	244,693	399,088	6,642	392,446	40.24%	36.69%
Client 3	4,940	1,018,000	206.07	68.95	52.87	340,633	261,193	416,175	6,646	409,529	40.23%	38.29%
Sub-total	<b>13,847</b>	<b>2,750,000</b>	<b>198.60</b>	<b>69.18</b>	<b>50.92</b>	<b>957,877</b>	<b>705,041</b>	<b>1,087,083</b>	<b>17,600</b>	<b>1,069,483</b>	<b>38.89%</b>	<b>100%</b>