



THE TRANSFORMATION GAMEPLAN

[illegible]



The Legal Burnout Solution

legalburnout.com

THE TRANSFORMATION GAMEPLAN--Example

CRUCIAL RESULT	WHY?	1ST QUARTER GOAL	1ST QUARTER ACTUAL	2ND QUARTER GOAL	2ND QUARTER ACTUAL	FINAL OUTCOME
Make a decision Re: expanding into new practice area	Firm expansion opportunity	Make business case	Business case completed	Conduct due diligence; Evaluate external factors	Spent 25 hours researching and have outline report	
Enhance firm's social media presence	Increase exposure	Create Social Media Policy	Got push back	Create Social Media Policy	Social Media Policy created	
Create culture of predictable client service	Satisfied clients are repeat clients	Design & distribute survey	Designed & distributed survey	Discuss feedback with individual lawyers	Discussed feedback with individual lawyers	
Increase number of prospects on our DB by 20%	Improve law firm bottom line	5% increase	5% increase	5% increase	5% increase	
Develop expertise in Estate Planning for same sex couples	Read Joan Burda's book on the topic	Read Burda book	Attend CLE on the topic	Attend CLE on the topic	Attended conference	
Spend more time with family	I love my family	1 date night per week with spouse	10 date nights	2-4 day weekend trips with family	2-4 day weekend trips with family	
Pay off Home Equity Loan (\$8,000)	Financial Security	Pay \$2500	Paid \$2000	Pay \$2000	Paid \$2000	
Lose 15 Pounds	Health	Lose 3lbs	Lost 4lbs	Lose 2 lbs	Lost 3 lbs	