

Bridge the gap between what you know... and what you need to know.*

The PricewaterhouseCoopers Billing Rate & Associate Salary Survey^{plus} (BRASS^{plus}) provides law firms with the information they need to better understand the level of rate discounting the legal industry is experiencing during this challenging economy.

Benefits to participation include

- Strong participation—over 250 of the largest firms
- Three distinct rates to understand discounting
- Geographic & practice group benchmarking
- “Peer firm” custom groups available
- Free data extraction software

Timing of results

The due date for submitting completed data forms is April 9, 2010.

Results will be distributed on or before May 31, 2010.

New in 2010

- Report pages added for timekeeper terminations and partner compensation
- Introduction of a new Report focused exclusively on Partner & Associate Compensation (PAC)
- Earlier report distribution—May 31, 2010

Sample reports

To better understand the breadth of information this Survey provides, contact a Survey Staff member to receive a free comparison group from the 2009 Survey.

View select sample report pages from the 2010 BRASS^{plus} on the back page.

Sample Report

Partner Average Worked' Rates
For the period 1/1/2009 through 12/31/2009

	Your Firm		Group			Your Firm		Group			Median % Change - 2 Year
	Rate	Rank / Of	1 st	3 rd	% Change - 1 year	% Change - 2 year	1 st	3 rd	% Change - 1 Year		
			Quartile	Median			Quartile	Quartile		Median	
Equity Partners											
High			\$887	\$770	\$602			8.5	4.9	1.5	9.7
Middle			606	536	415			7.1	5.2	3.9	11.4
Low			412	333	262			11.1	5.3	0.8	11.3
Average			617	534	414			6.8	5.3	3.9	11.5
Avg. by Years of Experience											
10 Years or Less			\$488	\$435	\$318			8.5	4.9	1.5	9.7
11 - 15 Years			556	481	363			7.5	4.9	3.1	12.0
16 - 20 Years			569	519	394			7.5	5.6	2.4	11.4
21 - 25 Years			600	540	422			6.6	4.9	3.2	11.5
26 - 30 Years			629	559	429			7.4	5.5	3.4	10.7
31 - 35 Years			665	575	445			7.6	5.0	2.6	10.2
> 35 Years			688	597	476			7.4	4.9	2.3	11.7
Non-Equity Partners											
High			\$801	\$677	\$553			7.5	5.6	2.4	11.4
Middle			540	482	368			6.6	4.9	3.2	11.5
Low			395	302	247			7.4	5.5	3.4	10.7
Average			552	486	366			8.5	4.9	1.5	9.7
Avg. by Years of Experience											
10 Years or Less			\$488	\$435	\$318			7.5	5.6	2.4	11.4
11 - 15 Years			521	459	357			6.6	4.9	3.2	11.5
16 - 20 Years			558	483	383			7.4	5.5	3.4	10.7
> 20 Years			594	521	403			8.5	4.9	1.5	9.7
All Partner Composite											
High			\$896	\$778	\$606			8.5	5.2	1.7	9.7
Middle			572	490	399			6.7	5.2	3.3	11.9
Low			379	300	242			12.8	4.6	0.2	8.7
Average			583	514	399			6.7	4.9	3.8	11.8
Contract Partner Average			\$488	\$435	\$318			7.4	5.5	3.4	10.7

¹ Calculated by taking the value of billable time worked during the period 1/1/2009 through 12/31/2009, divided by the corresponding billable hours worked.

Sample Report

Terminations

For the period 1/1/2009 through 12/31/2009

Distribution of Timekeepers

Timekeeper Class	Percent of All Timekeepers				Percent of Timekeeper Class					
	Your Firm		Group			Your Firm		Group		
	Percent	Rank / Of	1st Qtle	Median	3rd Qtle	Percent	Rank / Of	1st Qtle	Median	3rd Qtle
Equity Partners			17.7	8.4	2.3			5.3	2.8	0.0
Non-Equity Partners			17.5	5.9	0.0			12.7	7.4	0.0
Associates & Sr. Attorneys			83.1	71.4	56.0			23.0	17.6	11.9
Of Counsel			5.8	0.0	0.0			16.7	7.1	0.0
Staff Attorneys			3.4	0.0	0.0			12.7	7.4	0.0
All Attorneys		100%						15.8	10.8	7.4
Paralegals			100.0	79.9	31.7			25.8	17.6	10.0
Other Non-Legal Tkprs¹			68.3	20.2	0.0			65.2	30.0	0.0
All Non-Legal Tkprs		100%						32.9	22.2	13.4

Distribution of Associates & Senior Attorneys by Class Year

Class Year	Percent of All Timekeepers				Percent of Timekeeper Class					
	Your Firm		Group			Your Firm		Group		
	Percent	Rank / Of	1st Qtle	Median	3rd Qtle	Percent	Rank / Of	1st Qtle	Median	3rd Qtle
2009			8.3	2.6	0.0					
2008			14.7	8.7	0.0			20.6	13.0	0.0
2007			14.4	11.1	3.2			23.5	14.5	0.0
2006			15.5	9.8	4.3			25.0	14.9	0.0
2005			12.9	8.3	2.8			25.8	14.3	0.0
2004			12.4	8.1	0.0			27.0	15.4	0.0
2003			12.5	7.4	1.5			23.6	15.6	0.0
Prior			39.0	29.5	18.6			25.2	17.6	10.9

¹ Includes Lobbyists, Specialists, Litigation Support, Patent Agents, Case Clerks, and Law Clerks/Trust Accountants.

Contact the Survey Team for further information at (703) 918-3077, or via email at pwc.law.firm.survey@us.pwc.com
Visit our website for participation materials and to view sample reports at www.pwc.com/lfsurveys