

**1. Please tell us about yourself.** In my law practice, I am:

A partner or shareholder.		128	77%
An associate.		18	11%
Of Counsel.		9	5%
A contract or temporary lawyer.		2	1%
I'm a lawyer but not in private practice.		9	5%
Total		166	100%

**2. How many attorneys are in your firm?**

One		31	19%
2-10		32	19%
11-25		23	14%
25-50		16	10%
50-100		16	10%
100+		48	29%
Total		166	100%

**3. How well did your law school prepare you to market your law practice?**

Outstandingly well!		6	4%
Somewhat well ~ about what I needed to know		9	5%
Not well...less than I needed to know		36	22%
Very poorly or not at all		115	69%
Total		166	100%

**4. Before you began law practice, did you take a formal marketing course for credit from a educational institution?**

Yes		31	19%
No		135	81%
Total		166	100%

**5. If you answered "yes" to question 4 above, where did you take the marketing course? (Check all that apply.) If you answered "no," skip to the next question.**

In college (or earlier).		23	74%
At a non-law post-graduate school.		6	19%
At an educational conference outside of school.		2	6%
With a professional marketing trainer or coach.		2	6%
Other, please specify <a href="#">View Responses</a>		2	6%

**6. After you began your law practice, have you ever taken a course or training session in marketing?**

Yes		102	61%
No		64	39%
Total		166	100%

**7. If you answered "yes" to the question above, where did you take the marketing course? (Check all that apply.) If you answered "no," skip to the next question.**

Attended a conference that had a marketing segment.		48	47%
Attended a conference entirely devoted to marketing.		36	35%
Got in-house training at my law firm.		57	56%
Attended a webinar or online program about marketing.		35	34%
Got marketing instruction from an outside trainer or coach.		36	35%
Other, please specify <a href="#">View Responses</a>		14	14%

**8. As of right now, how would you describe your marketing capability? (Pick one that describes you best.)**

I'm a rainmaker and already know how to get business for myself and others.		37	22%
I generate sufficient new files to keep myself busy.		61	37%
I do market my practice but don't get good results.		37	22%
I would like to market my practice but don't know how to do it.		23	14%
I don't bother with marketing and get assignments from others.		8	5%
Total		166	100%