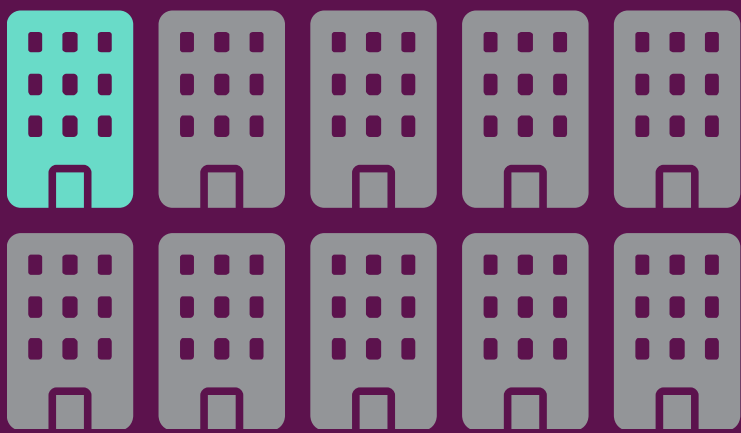


PARTNER SURVEY

March 2023



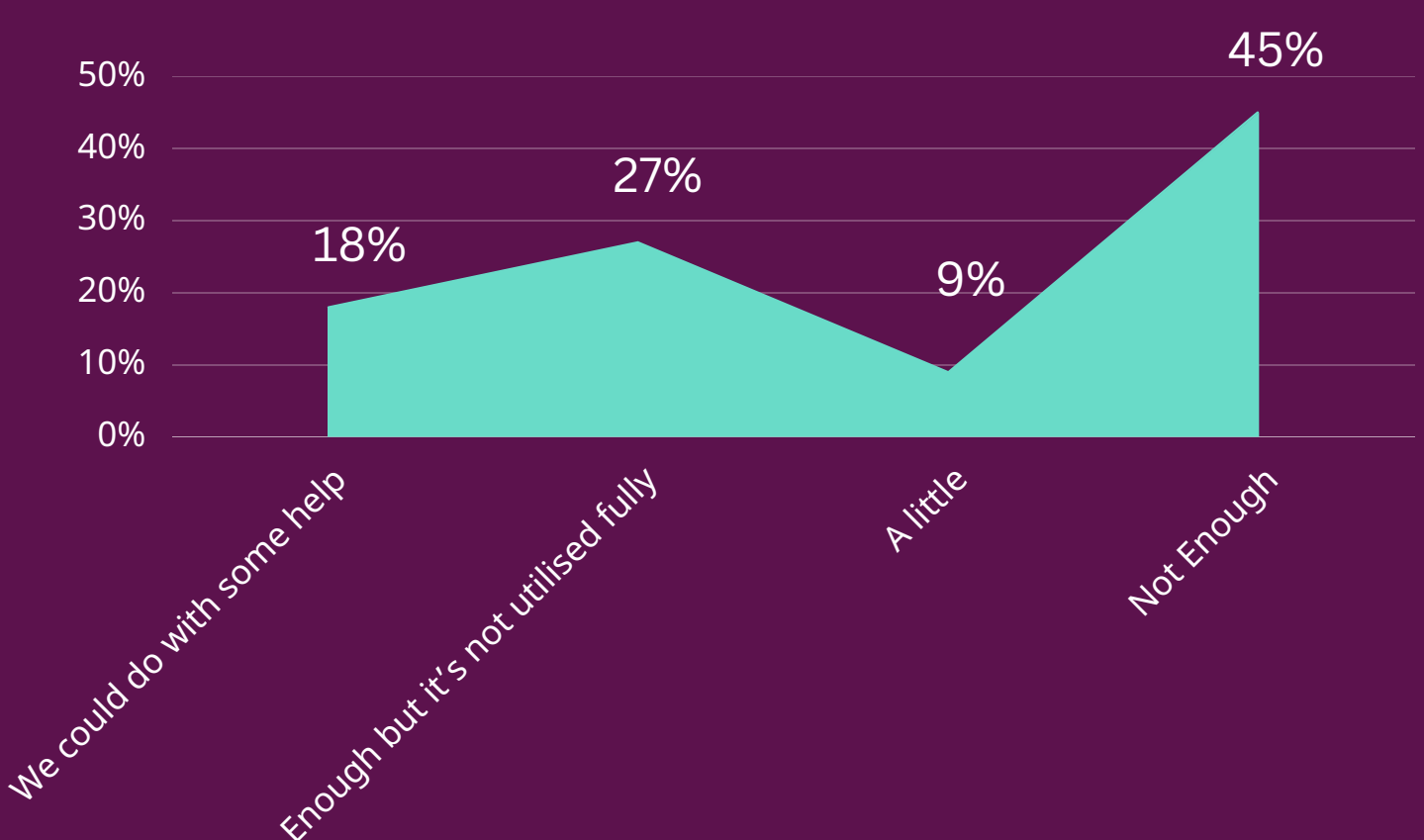
1 out of 10

Only 10% of respondents say their firm is **meeting growth targets** with their key clients.

16%

Strategic insights from CXO's

Only 16% of respondents reported that their Partners were speaking with CXO's to get strategic client insights, while the majority were speaking to General Counsel (61%), Associate GCs (10%), and Heads of Function (13%).



45% Sales & BD Training concerns:

The highest number of respondents reported that their Partners do not receive enough training to improve their strategic business development and sales skills. With the 27% who say they are doing enough, reported that it's not being fully utilised