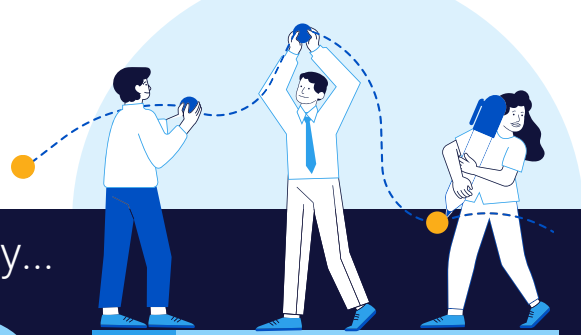


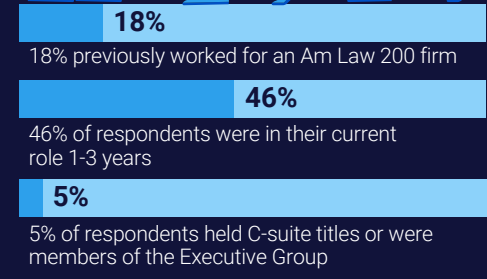
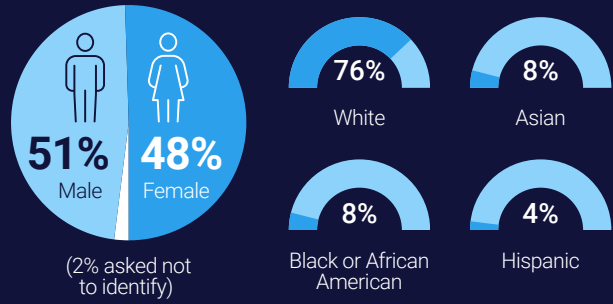
What are Corporate Counsels saying of the current legal landscape?

Leopard Solutions conducted its annual Corporate Counsel Salary and Lifestyle Survey* to provide a comprehensive view of the current legal landscape. This year's survey delves into critical topics such as job satisfaction, workplace diversity, hiring practices for outside counsel, work allocation, pre-qualified law firm panels, RFPs (Request for Proposals), AFAs (Alternative Fee Arrangements), and the use of legal technology. The insights gathered are essential in shaping this key industry snapshot.

*Survey data is as of September 30, 2024



Who responded to this survey...



Salary

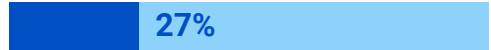
All Participants

\$292,339

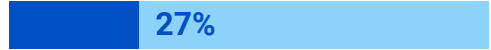
Average

\$290,000

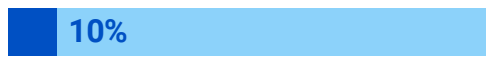
Median



27% of General Counsel reported earning over \$1M in total compensation (including bonus).



Over a quarter (27%) expect insourced work to increase compared to the previous year.



Only 10% of respondents are "fully" in the office

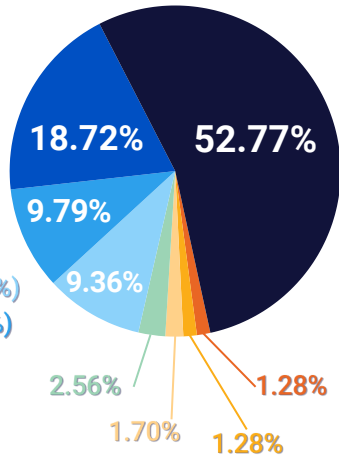


Over one-third (35%) expressed dissatisfaction with opportunities for advancement.

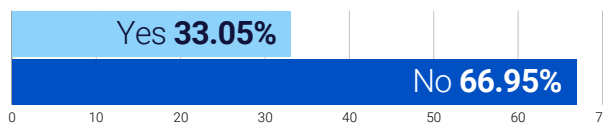
Practice Areas

These practice areas send work to outside counsel the most.

- Tax (1.28%)
- Insurance (1.28%)
- Real Estate (1.70%)
- Banking (2.56%)
- Labor & Employment (9.36%)
- Intellectual Property (9.79%)
- Corporate/General Business Law (18.72%)
- Litigation (52.77%)



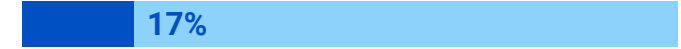
Does your legal department pre-qualify law firms to bid on work as new legal work arises e.g., or is pre-qualification part of the proposal process?



Alternative Fee Arrangements



Over half (57%) reported shifting work from larger to smaller law firms (regional or boutique) as a cost-cutting measure.



The average number of RFPs issued for outside counsel in 2023 was **3.35**, and only 17% anticipate an increase this year.



57% of companies currently utilize AFAs

Which AFAs does your company use?

