

Jane Roberts' Placements 2007

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Retainer	\$3,710.96		\$8,800.00	InHouse
	Retainer	\$4,638.70		\$11,000.00	InHouse
	Retainer	\$5,271.25		\$12,500.00	InHouse
	Placement	\$2,213.93		\$5,249.97	InHouse
	Retainer	\$5,271.25		\$12,500.00	InHouse
	Placement	\$3,415.77		\$8,100.00	InHouse
<b>Total</b>				<b>\$58,149.97</b>	

## Jane Roberts' Placements 2008

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Retainer	\$5,411.91		\$12,733.91	InHouse
	Retainer	\$1,273.39		\$0.00	InHouse
	Retainer	\$5,411.91		\$12,733.91	InHouse
	Retainer	\$1,273.39		\$0.00	InHouse
	Retainer	\$5,411.91		\$12,733.91	InHouse
	Retainer	\$1,273.39		\$0.00	InHouse
	Retainer	\$5,411.91		\$12,733.91	InHouse
	Retainer	\$1,273.39		\$0.00	InHouse
	Retainer	\$9,071.37		\$21,344.40	InHouse
	Retainer	\$2,134.44		\$0.00	InHouse
	Placement-Adjusted	(\$16,766.25)		(\$39,450.00)	Partner
	Placement-Adjusted	(\$3,945.00)		\$0.00	Partner
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Placement	\$8,627.50		\$20,300.00	InHouse
	Placement	\$10,784.38		\$25,375.00	InHouse
	Placement	\$5,131.88		\$12,075.00	InHouse
	Placement	\$5,775.00		\$0.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Placement	\$6,534.38		\$15,375.00	Partner
	Placement	\$369.83		\$0.00	Partner
	Placement	\$8,542.50		\$20,100.00	Partner
	Placement	\$8,542.50		\$20,100.00	Partner
	Placement	\$10,678.13		\$25,125.00	Partner
	Placement	\$17,796.88		\$41,875.00	Partner
	Placement	\$17,796.88		\$41,875.00	Partner
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Placement	\$5,270.00		\$12,400.00	InHouse
	Placement	\$6,587.50		\$15,500.00	InHouse
	Placement	\$3,187.50		\$7,500.00	InHouse
	Retainer	\$1,870.00		\$4,400.00	InHouse
	Retainer	\$3,740.00		\$8,800.00	InHouse
	Retainer	\$3,740.00		\$8,800.00	InHouse
	Retainer	(\$1,870.00)		(\$4,400.00)	InHouse
	Retainer	(\$3,740.00)		(\$8,800.00)	InHouse
	Retainer	(\$3,740.00)		(\$8,800.00)	InHouse
	Retainer	\$5,411.91		\$12,733.91	InHouse
	Retainer	\$5,411.91		\$12,733.91	InHouse

Jane Roberts' Placements 2008

	Retainer	(\$5,411.91)		(\$12,733.91)	InHouse
	Retainer	(\$5,411.91)		(\$12,733.91)	InHouse
	Placement	\$1,530.00		\$3,600.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Retainer	\$5,411.91		\$12,733.91	InHouse
	Retainer	\$5,411.91		\$12,733.91	InHouse
	Retainer	\$5,411.91		\$12,733.91	InHouse
	Retainer	\$5,411.91		\$12,733.91	InHouse
	Placement-Adjusted	\$17,371.88		\$40,875.00	Partner
	Placement	\$2,556.58		\$6,400.00	InHouse
	Placement	\$3,195.73		\$8,000.00	InHouse
	Retainer	\$9,071.37		\$21,344.40	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Retainer	\$1,530.00		\$3,600.00	InHouse
	Retainer	\$5,950.00		\$14,000.00	InHouse
	Retainer	\$7,437.50		\$17,500.00	InHouse
	Retainer	\$5,950.00		\$14,000.00	InHouse
	Retainer	\$7,437.50		\$17,500.00	InHouse
	Placement	\$1,824.67		\$4,293.34	InHouse
	Retainer	\$3,740.00		\$8,800.00	InHouse
	Retainer	\$4,675.00		\$11,000.00	InHouse
	Retainer	\$3,740.00		\$8,800.00	InHouse
	Retainer	\$4,675.00		\$11,000.00	InHouse
	Retainer	\$1,530.00		\$3,600.00	InHouse
	Retainer	\$1,586.67		\$3,733.33	InHouse
	Retainer	\$1,586.67		\$3,733.33	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Retainer	\$3,932.46		\$8,800.00	InHouse
	Retainer	\$3,932.46		\$0.00	InHouse
	Retainer	\$4,915.57		\$11,000.00	InHouse
	Retainer	\$4,915.57		\$0.00	InHouse
	Placement	\$1,492.35		\$3,333.30	InHouse
	Placement	\$1,492.35		\$0.00	InHouse
<b>Total</b>				<b>\$566,278.38</b>	

Jane Roberts' Placements 2009

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Broken Deal	\$0.00		\$0.00	InHouse
	Retainer	\$3,080.00		\$8,800.00	InHouse
	Retainer	\$770.00		\$2,200.00	InHouse
	Retainer	\$1,980.00		\$0.00	InHouse
	Retainer	\$3,080.00		\$8,800.00	InHouse
	Retainer	\$770.00		\$2,200.00	InHouse
	Retainer	\$1,980.00		\$0.00	InHouse
	Retainer	\$7,000.00		\$20,000.00	InHouse
	Retainer	\$3,600.00		\$0.00	InHouse
	Placement	\$18,375.00		\$52,500.00	Associates
	Placement	\$9,450.00		\$0.00	Associates
	Retainer	\$1,691.62		\$4,833.20	InHouse
	Retainer	\$869.98		\$0.00	InHouse
	Retainer	\$1,691.62		\$4,833.20	InHouse
	Retainer	\$869.98		\$0.00	InHouse
	Placement	\$350,000.00		\$1,000,000.00	Partner
	Placement	\$350,000.00		\$0.00	Partner
	Placement	\$105,923.31		\$0.00	Partner
	Placement	\$105,923.31		\$0.00	Partner
	Placement	\$0.00		\$0.00	Partner
	Retainer	\$1,691.67		\$4,833.33	InHouse
	Retainer	\$1,691.67		\$4,833.33	InHouse
	Placement	\$12,940.78		\$30,811.20	InHouse
	Placement	\$44,625.00		\$106,250.00	Partner
	Post-Placement	\$0.00		\$0.00	InHouse
	Placement	\$6,154.68		\$14,957.18	InHouse
	Broken Deal	\$298.67		\$711.12	InHouse
	Broken Deal	\$373.33		\$888.88	InHouse
	Retainer	\$2,688.00		\$6,400.00	InHouse
	Retainer	\$3,360.00		\$8,000.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
<b>Total</b>				<b>\$1,281,851.44</b>	

Jane Roberts' Placements 2010

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Placement-Adjusted	\$157,500.00		\$400,000.00	Partner
	Placement-Adjusted	\$83,957.54		\$0.00	Partner
	Placement-Adjusted	(\$210,000.00)		(\$600,000.00)	Partner
	Placement-Adjusted	(\$120,092.42)		\$0.00	Partner
	Retainer	\$4,300.00		\$10,000.00	Partner
	Retainer	\$10,750.00		\$25,000.00	Partner
	Retainer	\$7,000.00		\$0.00	Partner
	Retainer	\$3,096.00		\$7,200.00	InHouse
	Retainer	\$3,870.00		\$9,000.00	InHouse
	Retainer	\$3,240.00		\$0.00	InHouse
	Retainer	\$2,866.67		\$6,666.67	InHouse
	Retainer	\$1,333.33		\$0.00	InHouse
	Retainer	\$3,096.00		\$7,200.00	InHouse
	Retainer	\$3,870.00		\$9,000.00	InHouse
	Retainer	\$3,240.00		\$0.00	InHouse
	Placement	\$22,796.61		\$53,015.63	Partner
	Placement	\$10,603.13		\$0.00	Partner
	Placement	\$14,109.38		\$32,812.50	Partner
	Placement	\$6,562.50		\$0.00	Partner
	Placement	\$18,140.63		\$42,187.50	Partner
	Placement	\$8,437.00		\$0.00	Partner
	Post-Placement	(\$1,065.02)		(\$3,042.91)	Partner
	Post-Placement	(\$608.58)		\$0.00	Partner
	Retainer	\$2,333.33		\$6,666.67	InHouse
	Retainer	\$1,666.67		\$0.00	InHouse
	Placement	\$41,562.50		\$118,750.00	Partner
	Placement	\$27,314.22		\$0.00	Partner
	Placement	\$8,531.25		\$24,375.00	Partner
	Placement	\$6,093.75		\$0.00	Partner
	Placement	\$65,625.00		\$187,500.00	Partner
	Placement	\$33,750.00		\$0.00	Partner
	Placement	\$11,484.38		\$32,812.50	Partner
	Placement	\$5,906.25		\$0.00	Partner
	Placement-Adjusted	\$10,164.00		\$29,040.00	InHouse
	Placement-Adjusted	\$2,541.00		\$7,260.00	InHouse
	Placement-Adjusted	\$6,534.00		\$0.00	InHouse
	Placement-Adjusted	(\$10,164.00)		(\$29,040.00)	InHouse
	Placement-Adjusted	(\$2,541.00)		(\$7,260.00)	InHouse
	Placement-Adjusted	(\$6,534.00)		\$0.00	InHouse

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	Placement	\$24,062.50		\$68,750.00	Partner
	Placement	\$10,776.67		\$0.00	Partner
	Placement	\$14,000.00		\$40,000.00	InHouse
	Placement	\$5,200.00		\$0.00	InHouse
	Placement	\$4,004.00		\$11,440.00	InHouse
	Placement	\$1,001.00		\$2,860.00	InHouse
	Placement	\$1,859.00		\$0.00	InHouse
	Placement	\$210,000.00		\$600,000.00	Partner
	Placement	\$43,645.35		\$0.00	Partner
	Placement	\$70,000.00		\$200,000.00	Partner
	Placement	\$2,706.71		\$7,733.47	InHouse
<b>Total</b>				<b>\$1,299,927.03</b>	



## Jane Roberts' Placements 2011

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Retainer	\$2,698.73		\$5,866.80	Law Firm Management
	Retainer	\$1,114.69		\$0.00	Law Firm Management
	Placement	\$13,416.67		\$29,166.66	InHouse
	Placement	\$5,541.67		\$0.00	InHouse
	Placement	\$129,375.00		\$281,250.00	Partner
	Placement	\$129,375.00		\$0.00	Partner
	Placement	\$129,375.00		\$0.00	Partner
	Placement	\$53,437.50		\$0.00	Partner
	Placement	\$53,437.50		\$0.00	Partner
	Placement	\$53,437.50		\$0.00	Partner
	Placement	\$4,170.67		\$9,066.67	InHouse
	Placement	\$1,722.67		\$0.00	InHouse
	Placement	\$8,732.81		\$18,984.38	Partner
	Placement	\$3,607.03		\$0.00	Partner
	Placement	\$3,066.70		\$6,666.67	InHouse
	Placement	\$1,266.67		\$0.00	InHouse
	Post-Placement	\$5,750.00		\$12,500.00	Partner
	Post-Placement	\$2,375.00		\$0.00	Partner
	Placement-Adjusted	\$1,677.74		\$3,647.25	Partner
	Placement-Adjusted	\$692.98		\$0.00	Partner
	Retainer	\$4,048.00		\$8,800.00	InHouse
	Retainer	\$1,599.81		\$0.00	InHouse
	Placement	\$32,343.75		\$70,312.50	Partner
	Placement	\$9,843.75		\$0.00	Partner
	Placement	\$38,812.50		\$84,375.00	Partner
	Placement	\$11,812.50		\$0.00	Partner
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Placement	\$2,760.00		\$6,000.00	Partner
	Placement	\$840.00		\$0.00	Partner
	Placement	\$7,762.50		\$16,875.00	Partner
	Placement	\$2,362.50		\$0.00	Partner
	Placement	\$31,265.63		\$67,968.75	Partner
	Placement	\$9,515.63		\$0.00	Partner
	Placement-Adjusted	(\$1,725.00)		(\$3,750.00)	Partner
	Placement-Adjusted	(\$525.00)		\$0.00	Partner
	Placement	\$86,250.00		\$187,500.00	Partner
	Placement	\$26,250.00		\$0.00	Partner
	Placement	\$86,250.00		\$187,500.00	Partner
	Placement	(\$1,221.50)		\$0.00	Partner

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	Placement	\$16,387.50		\$35,625.00	Partner
	Post-Placement	\$46,000.00		\$100,000.00	Partner
	Placement	\$4,416.00		\$9,600.00	InHouse
	Placement	\$5,520.00		\$12,000.00	InHouse
	Placement	\$2,760.00		\$6,000.00	InHouse
	Retainer	\$4,600.00		\$10,000.00	InHouse
	Retainer	\$4,048.00		\$8,800.00	InHouse
	Placement	\$43,125.00		\$93,750.00	Partner
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
<b>Total</b>				<b>\$1,268,504.68</b>	



Jane Roberts' Placements 2012

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Retainer	\$7,972.72		\$17,332.00	InHouse
	Retainer	\$3,293.08		\$0.00	InHouse
	Placement	\$1,738.80		\$3,780.00	InHouse
	Placement	(\$3,211.38)		(\$6,981.25)	InHouse
	Placement	\$2,292.28		\$4,983.28	InHouse
	Placement	\$338.59		\$0.00	InHouse
	Placement	\$33,467.75		\$72,755.98	Partner
	Placement	\$13,823.64		\$0.00	Partner
	Placement	\$0.00		\$0.00	Partner
	Placement	\$0.00		\$0.00	Partner
	Placement	\$0.00		\$0.00	Partner
	Placement	\$0.00		\$0.00	Partner
	Placement	\$0.00		\$0.00	Partner
	Placement	\$0.00		\$0.00	Partner
	Placement	\$0.00		\$0.00	Partner
	Placement	\$0.00		\$0.00	Partner
	Placement	\$690,000.00		\$1,500,000.00	Partner
	Placement	\$285,000.00		\$0.00	Partner
	Retainer	\$7,972.72		\$17,332.00	InHouse
	Retainer	\$3,293.08		\$0.00	InHouse
	Placement	\$2,415.00		\$5,250.00	Associates
	Placement	\$997.50		\$0.00	Associates
	Placement-Adjusted	(\$5,980.00)		(\$13,000.00)	Partner
	Placement-Adjusted	(\$2,470.00)		\$0.00	Partner
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Broken Deal	\$0.00		\$0.00	Law Firm Management
	Placement	\$156,400.00		\$340,000.00	Partner
	Placement	\$64,600.00		\$0.00	Partner
	Placement	\$127,937.50		\$278,125.00	Partner
	Placement	\$52,843.75		\$0.00	Partner
	Retainer	\$6,007.60		\$13,060.00	InHouse
	Retainer	\$3,754.75		\$8,162.50	InHouse
	Retainer	\$4,032.27		\$0.00	InHouse
	Placement-Adjusted	\$52,900.00		\$115,000.00	Partner
	Placement-Adjusted	\$21,850.00		\$0.00	Partner
	Placement	\$23,115.00		\$50,250.00	Partner
	Placement	\$9,547.50		\$0.00	Partner

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	Placement-Adjusted	(\$39,675.00)		(\$86,250.00)	Partner
	Placement-Adjusted	(\$16,387.50)		\$0.00	Partner
	Placement	\$14,015.63		\$30,468.75	Partner
	Placement	\$5,789.06		\$0.00	Partner
	Placement	\$12,075.00		\$26,250.00	Partner
	Placement	\$4,987.50		\$0.00	Partner
	Placement	\$15,525.00		\$33,750.00	Partner
	Placement	\$6,412.50		\$0.00	Partner
	Placement	\$21,562.50		\$46,875.00	Partner
	Placement	\$8,906.25		\$0.00	Partner
	Placement	\$38,812.50		\$84,375.00	Partner
	Placement	\$16,031.25		\$0.00	Partner
	Placement	\$16,818.75		\$36,562.50	Partner
	Placement	\$6,946.88		\$0.00	Partner
	Placement	\$64,687.50		\$140,625.00	Partner
	Placement	\$64,687.50		\$0.00	Partner
	Placement	\$64,687.50		\$0.00	Partner
	Placement	\$64,687.50		\$0.00	Partner
	Placement	\$26,718.75		\$0.00	Partner
	Placement	\$26,718.75		\$0.00	Partner
	Placement	\$26,718.75		\$0.00	Partner
	Placement	\$26,718.75		\$0.00	Partner
	Placement	\$107,812.50		\$234,375.00	Partner
	Placement	\$34,664.15		\$0.00	Partner
	Placement	\$34,664.15		\$0.00	Partner
	Post-Placement	\$0.00		\$0.00	Partner
	Placement	\$16,675.00		\$36,250.00	Associates
	Placement	\$5,075.00		\$0.00	Associates
	Placement	\$39,675.00		\$86,250.00	Partner
	Placement	\$12,075.00		\$0.00	Partner
	Placement	\$103,500.00		\$225,000.00	Partner
	Placement	\$14,302.13		\$0.00	Partner
	Retainer	\$2,698.73		\$5,866.80	Law Firm Management
	Post-Placement	(\$759.00)		(\$1,650.00)	Partner
	Retainer	\$6,007.60		\$13,060.00	InHouse
	Retainer	\$3,754.75		\$8,162.50	InHouse
	Placement	\$12,721.88		\$27,656.25	Partner
	Placement	\$13,368.75		\$29,062.50	Partner
	Placement	\$112,125.00		\$243,750.00	Partner
	Placement	\$10,695.00		\$23,250.00	Partner

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**Total**

**\$3,649,738.81**

## Jane Roberts' Placements 2013

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Placement-Canceled	(\$14,106.67)		(\$30,666.66)	InHouse
	Placement-Canceled	(\$5,826.66)		\$0.00	InHouse
	Retainer	\$1,124.44		\$2,444.44	InHouse
	Retainer	\$464.44		\$0.00	InHouse
	Placement	\$184,000.00		\$400,000.00	Partner
	Placement	\$76,000.00		\$0.00	Partner
	Placement	\$11,418.98		\$24,823.87	InHouse
	Placement	\$4,716.53		\$0.00	InHouse
	Placement	\$7,705.00		\$16,750.00	InHouse
	Placement	\$3,182.50		\$0.00	InHouse
	Retainer	\$1,533.33		\$3,333.33	InHouse
	Retainer	\$633.34		\$0.00	InHouse
	Retainer	\$4,600.00		\$10,000.00	InHouse
	Retainer	\$1,900.00		\$0.00	InHouse
	Placement	\$106,748.75		\$232,062.50	Partner
	Placement	\$106,748.75		\$0.00	Partner
	Placement	\$106,748.75		\$0.00	Partner
	Placement	\$44,091.87		\$0.00	Partner
	Placement	\$44,091.87		\$0.00	Partner
	Placement	\$44,091.87		\$0.00	Partner
	Retainer	\$4,600.00		\$10,000.00	InHouse
	Retainer	\$1,900.00		\$0.00	InHouse
	Retainer	\$4,485.00		\$9,750.00	InHouse
	Retainer	\$1,852.50		\$0.00	InHouse
	Retainer	\$4,485.00		\$9,750.00	InHouse
	Retainer	\$1,852.50		\$0.00	InHouse
	Placement-Canceled	(\$14,076.00)		(\$30,600.00)	InHouse
	Placement-Canceled	(\$5,814.00)		\$0.00	InHouse
	Placement	\$8,280.00		\$18,000.00	Partner
	Placement	\$3,420.00		\$0.00	Partner
	Placement	\$8,625.00		\$18,750.00	Partner
	Placement	\$3,562.50		\$0.00	Partner
	Placement-Adjusted	\$21,160.00		\$46,000.00	InHouse
	Placement-Adjusted	\$8,740.00		\$0.00	InHouse
	Placement-Adjusted	(\$21,160.00)		(\$46,000.00)	InHouse
	Placement-Adjusted	(\$8,740.00)		\$0.00	InHouse
	Retainer	\$9,506.67		\$20,666.67	InHouse
	Retainer	\$3,926.67		\$0.00	InHouse
	Placement	\$5,106.00		\$11,100.00	InHouse

Jane Roberts' Placements 2013

	Placement	\$2,109.00		\$0.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Placement	\$5,214.56		\$11,336.00	InHouse
	Placement	\$2,153.84		\$0.00	InHouse
	Placement	\$353,625.00		\$768,750.00	Partner
	Placement	\$146,062.50		\$0.00	Partner
	Placement-Adjusted	\$13,800.00		\$30,000.00	Partner
	Placement-Adjusted	\$5,700.00		\$0.00	Partner
	Placement	\$264,500.00		\$575,000.00	Partner
	Placement	\$264,500.00		\$0.00	Partner
	Placement	\$264,500.00		\$0.00	Partner
	Placement	\$109,250.00		\$0.00	Partner
	Placement	\$109,250.00		\$0.00	Partner
	Placement	\$109,250.00		\$0.00	Partner
	Retainer	\$4,485.00		\$9,750.00	InHouse
	Retainer	\$1,852.50		\$0.00	InHouse
	Retainer	\$9,425.89		\$20,491.07	InHouse
	Retainer	\$3,180.80		\$0.00	InHouse
	Placement-Adjusted	\$11,500.00		\$25,000.00	Partner
	Placement-Adjusted	\$3,500.00		\$0.00	Partner
	Retainer	(\$11,040.00)		(\$24,000.00)	InHouse
	Retainer	(\$3,360.00)		\$0.00	InHouse
	Retainer	\$11,040.00		\$24,000.00	InHouse
	Retainer	\$3,360.00		\$0.00	InHouse
	Placement	\$34,500.00		\$75,000.00	Partner
	Placement	\$10,500.00		\$0.00	Partner
	Placement	\$92,000.00		\$200,000.00	Partner
	Placement	\$28,000.00		\$0.00	Partner
	Placement	\$57,500.00		\$125,000.00	Partner
	Placement	\$15,085.00		\$0.00	Partner
	Retainer	\$4,485.00		\$9,750.00	InHouse
	Placement	\$147,200.00		\$320,000.00	Partner
	Placement	\$57,500.00		\$125,000.00	Partner
	Placement	\$57,500.00		\$0.00	Partner
	Placement	\$57,500.00		\$0.00	Partner
	Placement	\$57,500.00		\$0.00	Partner
<b>Total</b>				<b>\$3,021,241.22</b>	



## Jane Roberts' Placements 2014

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Retainer	\$2,300.00		\$5,000.00	InHouse
	Retainer	\$950.00		\$0.00	InHouse
	Placement	\$75,900.00		\$165,000.00	Partner
	Placement	\$75,900.00		\$0.00	Partner
	Placement	\$31,350.00		\$0.00	Partner
	Placement	\$31,350.00		\$0.00	Partner
	Broken Deal	\$4,830.00		\$10,500.00	InHouse
	Broken Deal	\$1,995.00		\$0.00	InHouse
	Placement	\$143,750.00		\$312,500.00	Partner
	Placement	\$59,375.00		\$0.00	Partner
	Retainer	\$2,300.00		\$5,000.00	InHouse
	Retainer	\$950.00		\$0.00	InHouse
	Placement-Adjusted	(\$9,200.00)		(\$20,000.00)	Associates
	Placement-Adjusted	(\$3,800.00)		\$0.00	Associates
	Placement-Adjusted	(\$58,650.00)		(\$127,500.00)	Partner
	Placement-Adjusted	(\$24,225.00)		\$0.00	Partner
	Placement	\$115,000.00		\$250,000.00	Partner
	Placement	\$47,500.00		\$0.00	Partner
	Placement	\$23,000.00		\$50,000.00	Associates
	Placement	\$7,000.00		\$0.00	Associates
	Placement-Adjusted	(\$2,760.00)		(\$6,000.00)	Associates
	Placement-Adjusted	(\$1,140.00)		\$0.00	Associates
	Placement	\$11,040.00		\$24,000.00	Associates
	Placement	\$3,360.00		\$0.00	Associates
	Placement	\$288,650.00		\$627,500.00	Partner
	Placement	\$118,812.11		\$0.00	Partner
	Placement	\$46,000.00		\$100,000.00	Partner
	Placement	\$14,000.00		\$0.00	Partner
	Retainer	\$4,830.00		\$10,500.00	InHouse
	Retainer	\$1,470.00		\$0.00	InHouse
	Retainer	\$2,530.00		\$5,500.00	InHouse
	Retainer	\$770.00		\$0.00	InHouse
	Placement	\$80,500.00		\$175,000.00	Partner
	Placement	\$24,500.00		\$0.00	Partner
	Placement	\$2,691.00		\$5,850.00	InHouse
	Placement	\$819.00		\$0.00	InHouse
	Retainer	\$2,530.00		\$5,500.00	InHouse
	Retainer	\$770.00		\$0.00	InHouse
	Retainer	\$2,511.60		\$5,460.00	InHouse

Jane Roberts' Placements 2014

	Retainer	\$764.40		\$0.00	InHouse
	Retainer	\$4,830.00		\$10,500.00	InHouse
	Retainer	\$1,390.51		\$0.00	InHouse
	Retainer	\$2,511.60		\$5,460.00	InHouse
	Placement	\$36,800.00		\$80,000.00	Partner
	Placement	\$36,800.00		\$0.00	Partner
	Placement	\$21,045.00		\$45,750.00	Partner
	Placement	\$21,045.00		\$0.00	Partner
	Placement	\$161,000.00		\$350,000.00	Partner
	Placement	\$161,000.00		\$0.00	Partner
	Placement	\$4,600.00		\$10,000.00	Partner
	Broken Deal	\$0.00		\$0.00	InHouse
	Placement	\$18,400.00		\$40,000.00	Associates
	Placement	\$18,400.00		\$0.00	Associates
	Placement	\$18,400.00		\$0.00	Associates
	Broken Deal	\$4,600.00		\$10,000.00	InHouse
	Placement	\$1,124.44		\$2,444.44	InHouse
	Retainer	\$1,124.44		\$2,444.44	InHouse
	Retainer	\$1,533.33		\$3,333.33	InHouse
<b>Total</b>				<b>\$2,163,742.21</b>	



Name redacted - Successful  
MLA Managing Director, now  
MLA Partner as of October 2022

→ [REDACTED] Placements 2007

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Placement	\$22,139.25		\$52,500.00	Associates
Total				\$52,500.00	

Placements 2008

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Placement	\$32,625.00		\$75,000.00	Partner
	Post-Placement	\$12,941.25		\$29,750.00	Partner
	Post-Placement	(\$12,941.25)		(\$29,750.00)	Partner
	Placement	\$869.81		\$1,999.71	Partner
	Placement	\$12,941.25		\$29,750.00	Partner
	Placement	\$35,377.50		\$75,000.00	Partner
	Placement	\$46,921.35		\$105,000.00	Partner
	Placement	\$46,921.35		\$0.00	Partner
	Placement	\$20,667.74		\$46,250.00	Associates
	Placement	\$20,667.74		\$0.00	Associates
	Placement	\$20,667.74		\$0.00	Associates
	Placement	\$23,125.52		\$51,750.00	Partner
	Placement	\$23,125.52		\$0.00	Partner

Total

\$384,749.71

**[REDACTED]** Placements 2009

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Placement	\$38,000.00		\$95,000.00	Partner
	Placement	\$70,000.00		\$175,000.00	Partner
Total				\$270,000.00	

Placements 2010

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Placement	\$55,000.00		\$137,500.00	Partner
	Placement-Adjusted	\$5,265.00		\$13,162.50	InHouse
	Placement-Adjusted	(\$2,632.50)		(\$6,581.25)	InHouse
	Placement	\$2,632.50		\$6,581.25	InHouse
	Placement	\$3,455.20		\$8,638.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Retainer	\$2,430.40		\$6,076.00	InHouse
	Retainer	\$2,430.40		\$6,076.00	InHouse
	Placement	\$613.50		\$1,533.75	InHouse
	Placement	\$20,500.00		\$51,250.00	Associates
<b>Total</b>				<b>\$224,236.25</b>	

Placements 2011

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Retainer	\$2,640.00		\$6,600.00	InHouse
	Retainer	\$792.00		\$0.00	InHouse
	Placement	\$1,920.00		\$4,800.00	Partner
	Placement	\$1,920.00		\$0.00	Partner
	Placement	\$1,920.00		\$0.00	Partner
	Placement	\$576.00		\$0.00	Partner
	Placement	\$576.00		\$0.00	Partner
	Placement	\$576.00		\$0.00	Partner
	Placement	\$10,600.00		\$26,500.00	Associates
	Placement	\$802.00		\$0.00	Associates
	Retainer	\$2,640.00		\$6,600.00	InHouse
	Placement	\$42,500.00		\$106,250.00	Partner
	Placement	\$42,500.00		\$0.00	Partner
	Placement	\$42,500.00		\$0.00	Partner
	Placement	\$42,500.00		\$0.00	Partner
	Placement	\$58,650.07		\$163,500.00	Partner
	Placement	\$21,000.00		\$52,500.00	Associates
	Placement	\$21,000.00		\$0.00	Associates
	Placement	\$21,000.00		\$0.00	Associates
	Placement	\$37,500.00		\$93,750.00	Partner
	Placement	\$8,500.00		\$21,250.00	Associates
	Placement	\$3,333.33		\$8,333.33	InHouse
<b>Total</b>				<b>\$490,083.33</b>	

Placements 2012

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Placement	\$150,000.00		\$375,000.00	Partner
	Placement	\$11,500.00		\$28,750.00	Associates
	Placement	\$9,250.00		\$23,125.00	Associates
	Placement	\$12,500.00		\$31,250.00	Partner
	Placement-Canceled	(\$29,325.03)		(\$81,750.00)	Partner
	Placement	\$6,960.00		\$17,400.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
	Pre-Placement (Non Retainer)	\$0.00		\$0.00	InHouse
<b>Total</b>				<b>\$393,775.00</b>	

Placements 2013

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Placement	\$586.67		\$1,466.67	Law Firm Management
	Placement	\$176.00		\$0.00	Law Firm Management
	Retainer	\$880.00		\$2,200.00	Law Firm Management
	Retainer	\$264.00		\$0.00	Law Firm Management
	Placement-Adjusted	\$10,000.00		\$25,000.00	Partner
	Placement-Adjusted	\$3,000.00		\$0.00	Partner
	Placement-Adjusted	(\$10,000.00)		(\$25,000.00)	Partner
	Placement-Adjusted	(\$3,000.00)		\$0.00	Partner
	Placement	\$105,000.00		\$262,500.00	Partner
	Placement	\$13,934.40		\$0.00	Partner
	Retainer	\$880.00		\$2,200.00	Law Firm Management
	Retainer	\$264.00		\$0.00	Law Firm Management
	Placement	\$49,248.00		\$123,120.00	Partner
	Placement	\$49,248.00		\$0.00	Partner
	Placement	\$81,000.00		\$202,500.00	Partner
	Placement	\$81,000.00		\$0.00	Partner
<b>Total</b>				<b>\$593,986.67</b>	



Placements 2014

Client	Fee Type	Commission	Candidate	Attributed Revenue	Practice Group
	Placement-Adjusted	(\$45.00)		(\$112.50)	InHouse
	Placement	\$18,000.00		\$45,000.00	Partner
	Placement	\$18,000.00		\$0.00	Partner
	Placement	\$18,000.00		\$0.00	Partner
	Placement	\$24,375.00		\$60,937.50	Partner
	Placement	\$4,500.00		\$11,250.00	InHouse
	Placement	\$26,000.00		\$65,000.00	Partner
	Placement	\$26,000.00		\$0.00	Partner
	Placement	\$26,000.00		\$0.00	Partner
Total				\$182,075.00	