



## Breakout #2: Pixiu's Promise: New Compensation & Staffing Models for the C-Suite

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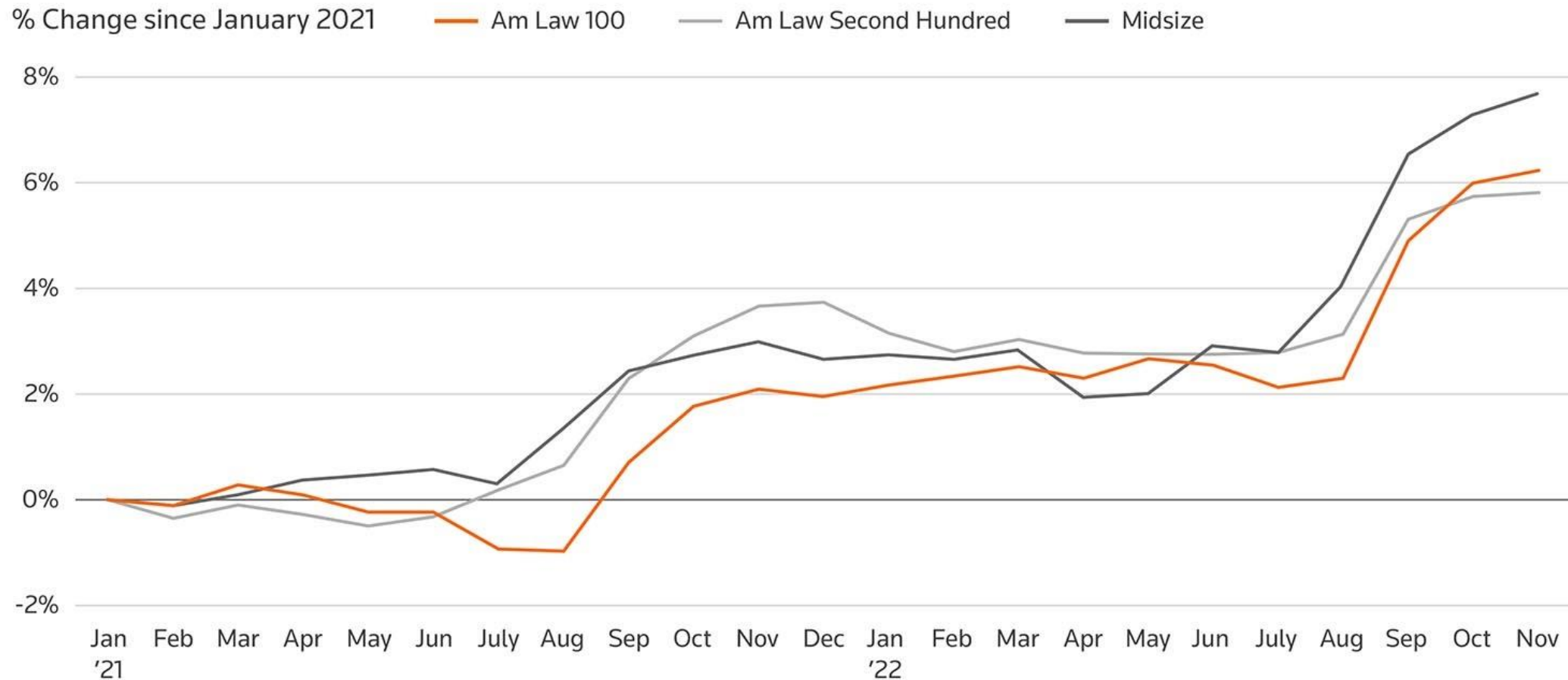


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Figure 10: **Lawyer (FTE) growth by segment**



Percentages measures change from each point against Jan 2021 headcount to show change while ignoring baseline effects.

Source: Thomson Reuters 2023

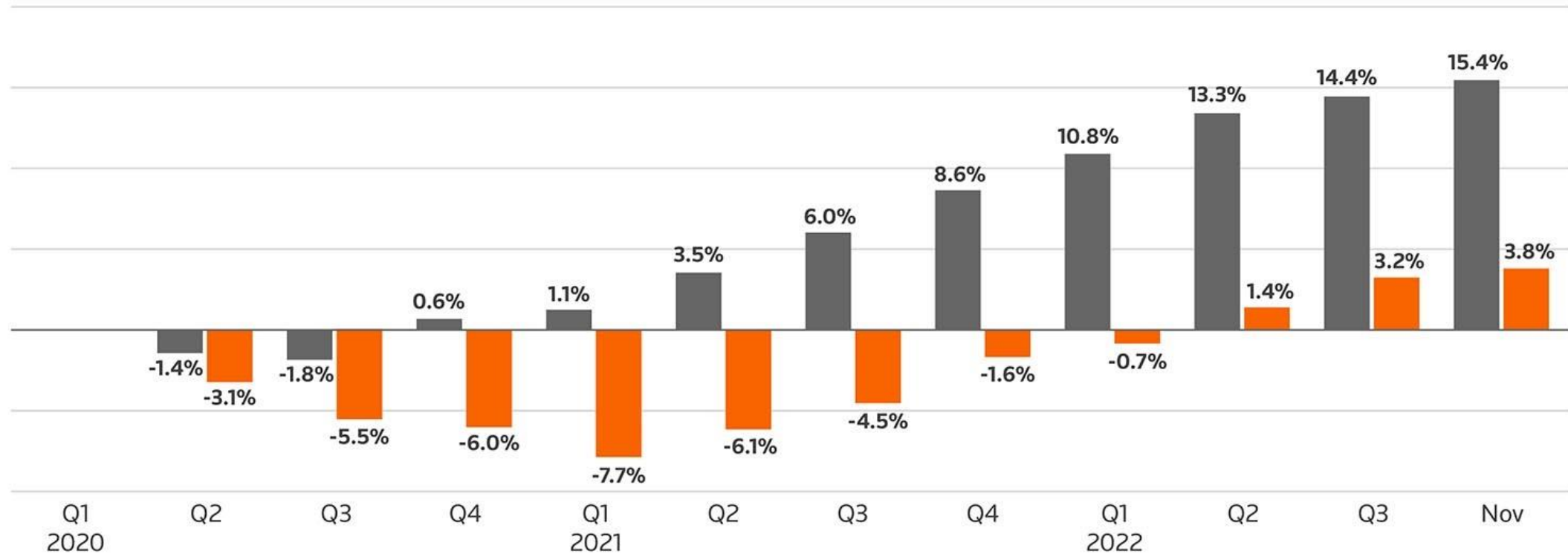
Courtesy of the 2023 Report on the State of the Legal Market

Figure 11: **Expenses per lawyer (FTE) growth by category**

Rolling 12-month % change since Q1 2020

■ Direct Expenses

■ Overhead Expenses



Percentages measures change from Q1 2020 values to show change compared to the last 12-month period preceding the pandemic.

Source: Thomson Reuters 2023

Courtesy of the 2023 Report on the State of the Legal Market