

Fill in each blank, with 1 being worst.

PRE-MEETING

How polite were they?

1 - 5

How timely were they?

1 - 5

How easy to schedule?

1 - 5

Do they seem crazy?

1 - 5

MEETING

ABOUT THE CLIENT

Were they prepared?

1 - 5

Do they seem reasonable?

1 - 5

Will they want to pay me?

1 - 5

Will they value my advice?

1 - 5

Do I like them?

1 - 5

ABOUT THE WORK

Is it something I like to do?

1 - 5

Do I have the expertise?

1 - 5

Will it be profitable?

1 - 5

Is other side / lawyer nice?

1 - 5

Could this lead to more work?

1 - 5

POST-MEETING

Did they do what I asked?

1 - 5

Are they responsive to me?

1 - 5

DOES MY "GUT" THINK THEY'LL BE A GOOD CLIENT?

1 - 20

PRE-MEETING
(20 points max)

MEETING
(50 points max)

POST-MEETING
(10 points max)

GUT
(20 points max)

TOTAL CWI

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