

Intake & Matter Health

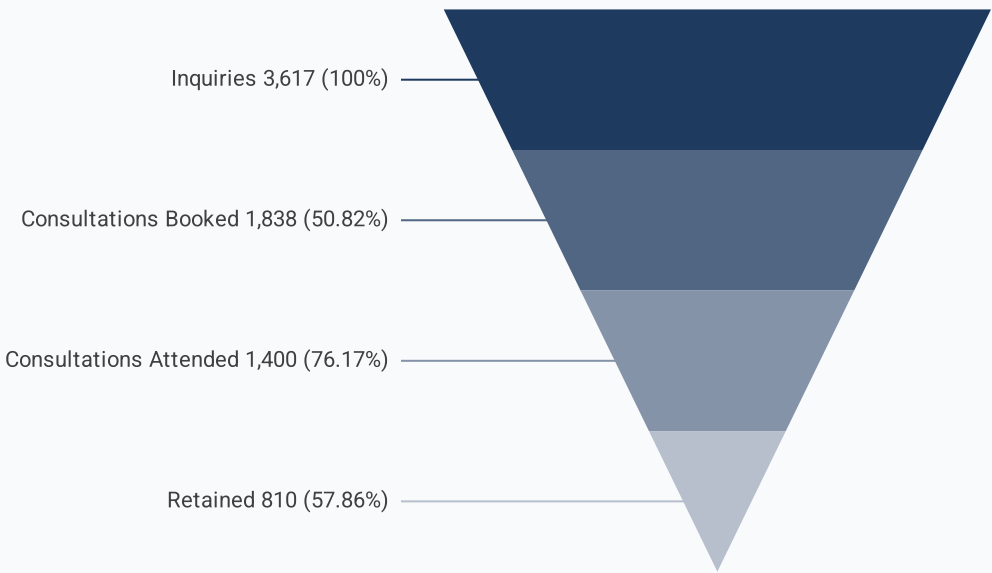
Referral Sources

Source	Referrer ID	Risk Flag	Matters	Share of Source % ▾	Share of Firm %	Source Share of Firm %	Revenue
Attorney Referral	ATT-005	HIGH	233	58.1	28.3	48.8	5,277,161
Referral Partner	PRO-004	-	5	20.8	0.6	2.9	60,207
Referral Partner	PRO-008	-	5	20.8	0.6	2.9	83,157
Referral Partner	PRO-012	-	3	12.5	0.4	2.9	54,344
Referral Partner	PRO-006	-	3	12.5	0.4	2.9	51,809
Referral Partner	PRO-002	-	2	8.3	0.2	2.9	16,752
Past Client Referral	PC-077	-	7	4.6	0.9	18.5	110,879
Past Client Referral	PC-057	-	7	4.6	0.9	18.5	102,649
Past Client Referral	PC-007	-	5	3.3	0.6	18.5	122,489
Past Client Referral	PC-049	-	5	3.3	0.6	18.5	110,117

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Intake funnel

Inquiry → consultation → retained client



Source by Share of Firm %

