



Professional Services Business Outlook

Reporting Date: May 14, 2020

Professional Services Business Outlook Summary

Reporting Date: May 14, 2020

Business Outlook Index

Now vs. 1 Month Ago



1 Month from Now



6 Months from Now



Significantly Worse | Somewhat Worse | About the Same | Somewhat Better | Significantly Better

Strategic Focus

Cutting Costs
61%



Investing for Growth
39%

Retention

Retaining Existing Clients

46%

▲+1

Expansion

Expanding Existing Accounts

22%

▲+3

Attraction

Attracting New Clients

32%

▼-3

Accounting Industry - Business Outlook Report

Reporting Date: May 14, 2020

Business Outlook Index

Now vs. 1 Month Ago



1 Month from Now



6 Months from Now



Significantly Worse | Somewhat Worse | About the Same | Somewhat Better | Significantly Better

Strategic Focus

Cutting Costs
56%

▼-18



Investing for Growth
44%

▲+18

Retention

Retaining Existing Clients

56%

▲+2

Expansion

Expanding Existing Accounts

11%

▼-9

Attraction

Attracting New Clients

33%

▲+7

Legal Industry - Business Outlook Report

Reporting Date: May 14, 2020

Business Outlook Index

Now vs. 1 Month Ago



1 Month from Now



6 Months from Now



Significantly Worse | Somewhat Worse | About the Same | Somewhat Better | Significantly Better

Strategic Focus

Cutting Costs
71%

▼-14



Investing for Growth
29%

▲+14

Retention

Retaining Existing Clients

53%

▲+14

Expansion

Expanding Existing Accounts

35%

▲+20

Attraction

Attracting New Clients

12%

▼-34

Other Professional Services - Business Outlook Report

Reporting Date: May 14, 2020

Business Outlook Index

Now vs. 1 Month Ago



1 Month from Now



6 Months from Now



Significantly Worse | Somewhat Worse | About the Same | Somewhat Better | Significantly Better

Strategic Focus

Cutting
Costs
50%

No Change



Investing
for Growth
50%

No Change

Retention

Retaining Existing Clients

0%

▼-36

Expansion

Expanding Existing Accounts

17%

▼-5

Attraction

Attracting New Clients

83%

▲+40