

# Fee earner productivity

Riverina Example Lawyers  
Work done 01/07/2026 to 30/10/2026

| Fee earner   | Hours | Billable | Recorded    | Billed     | Written off | Unbilled    | Realisation % |
|--------------|-------|----------|-------------|------------|-------------|-------------|---------------|
| Priya Shah   | 24    | 24       | \$8,400.00  | \$3,850.00 | \$0.00      | \$4,550.00  | 100           |
| David Moore  | 14    | 14       | \$5,880.00  | \$0.00     | \$0.00      | \$5,880.00  |               |
| Helen Carter | 4     | 4        | \$1,760.00  | \$1,540.00 | \$0.00      | \$220.00    | 100           |
| Jess Tran    | 3.3   | 3.3      | \$594.00    | \$360.00   | \$0.00      | \$234.00    | 100           |
| Firm         | 45.3  |          | \$16,634.00 | \$5,750.00 | \$0.00      | \$10,884.00 |               |

Realisation is billed as a share of billed plus written off. Unbilled work is not counted until it is decided.