



### New Matter Intake: Outcomes

As part of the Valorem process, we ask our clients to describe four possible outcomes to the dispute you have asked us to handle. These potential outcomes inform handling the dispute and potential pricing options.

1. Unacceptable. ("This outcome, or worse, is a loss.")

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2. Acceptable. ("If we get this, it's good enough to end the dispute, and we'll be happy.")

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3. Excellent. ("This is a home run for us. We would be thrilled with this outcome.")

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4. Dream outcome. ("We'd be way beyond happy if this happened, but we recognize it's a long shot.")

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