



WHEN IS YOUR FISCAL EQUINOX?

The Fiscal Equinox is that moment each year when you stop doing non-billable activities and move to billable efforts. The earlier it comes, the more profit you can create.



**AUGUST 26:
CELEBRATE THE
FISCAL EQUINOX!**

**APRIL 23:
TAXES ARE FINALLY
PAID FOR THE YEAR**



"TAX" SEASON

According to the Tax Foundation, it took until roughly April 23 to earn enough money just to pay your taxes for 2017.*



"WASTE" SEASON

40% of your working time spent on activities other than practicing law and billing clients.†



"PAY" SEASON

You're getting paid for your time, but it's time to pay bills.



"PROFIT" SEASON

This is the money you actually get to keep.

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC

A TYPICAL FISCAL YEAR FOR LAWYERS

The less time you spend in "Waste" season the longer you're in "Profit" season. Want to celebrate the Fiscal Equinox earlier in the year?

[Learn how here >](#)

* taxfoundation.org/tax-freedom-day-2017
† 2016 State of the U.S. Small Law Firm Survey, Thomson Reuters
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