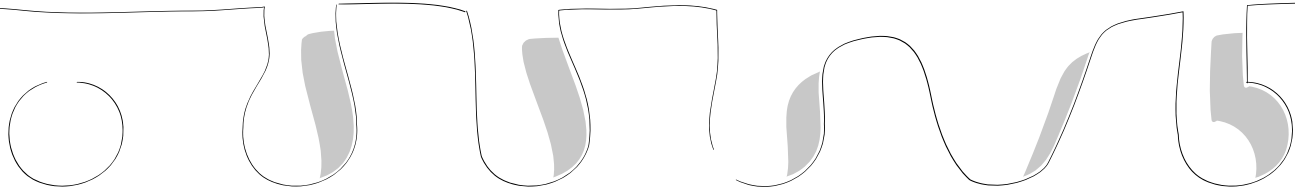


Leading General and In-House Counsel answered **this question**

“ In what situations or under what circumstances would you and/or your company consider using an outside lawyer with whom you have not previously worked? ”



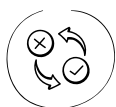
Below is a summary of their responses:



Approach, get introduced to, or contact me when there is a **new, developing and/or niche area(s)** – such as cryptocurrency, cybersecurity, etc. – where the corporate counsel team does not have the expertise and/or capacity in-house.



Capacity issues. When the in-house counsel does not practice in that area, there is too much volume and/or there is no general or in-house counsel at the company/entity.



Turnover of general or in-house counsel or other decision-makers, such as when a new general counsel is hired or a new human resources manager starts at the company. Don't wait to reach out to the new one and stay in touch with the departing counsel!



In situations, cases or matters where various company/entity employees need or **require separate, independent outside counsel.**



Relationship issues with existing outside counsel. For example, some long-standing, existing relationships may be stale or may be transitioning from an attorney who is an aging baby-boomer. So, a client may feel: the need to consider new/other counsel; taken for granted; and/or that outside counsel is in a complacent/reactive mode. In addition, some in-house counsel expressed they have service issues with some of their outside counsel – issues such as lack of proactive counsel and advice and, inconsistent responsiveness, etc.



Any attorney or firm that can offer them **comparable quality of legal services at lower total fees, fixed fees, and/or in any other predictable and transparent manner** is always sought after. They are all under pressure to reduce the number of outside firms they use, to save money on outside legal services and to reduce their total outside legal spend by between 10% and 25% annually.



Joint defense opportunities, when a nonconflicting party is also a party to the same lawsuit, jointly retaining a firm might make sense and conserve total outside legal fees.

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Julie Savarino

 Top Voice

