

# General Counsel Services FAQ

## Why are your services better than a full-time in-house hire?

### ***Consider whether your business truly needs a full-time resource***

- When we unpack a client's legal issues and determine the priorities that align to its business objectives, a surgical and agile approach is often more warranted than a full-time attorney because there is often less legal work than originally perceived.
- Clients may ramp up or down their legal services as needed, without the financial and employment burden of committing to a full-time attorney.
- We craft engagements to your specific needs with a variety of different options and billing arrangements.

### ***Consider opportunity costs of a full-time resource***

- In addition to salary, benefits, taxes, and overhead, the opportunity costs for a legal hire are considerable.
- Many businesses have trouble attracting candidates with the full range of needed legal expertise or with the right level of legal experience for an affordable salary. Other businesses require senior support for a fixed period of time or during completion of intensive projects.
- Opportunity costs result because clients struggle to engage a full-time resource that exactly matches their needs.

### ***We offer a comprehensive legal team vs. the skills of a single in-house hire***

- Many attorneys practice only within their primary area of expertise. For example, an in-house attorney hired to negotiate commercial contracts is unlikely to provide sophisticated tax, intellectual property, or employment counsel. To address additional legal needs, clients find themselves considering another full-time hire or obtaining services on an ad hoc basis from an outside law firm.
- Our GCs seamlessly enlist specialists from within the firm at a fraction of the cost of such services at other firms. Moreover, our GCs have the seniority and experience to calibrate carefully when and how much specialist support is truly needed.
- We staff leanly and consciously avoid double billing for the same service so that clients enjoy the benefits of experienced GC support with the input of subject matter experts. The result? A much more efficient delivery of legal services.

## General Counsel Services FAQ Cont.

### Aren't all outside lawyers outside GCs?

- No. PLG's GC services are unique because all of our attorneys have spent part of their career in-house. Attorneys without in-house experience usually practice only in one legal specialty their entire career and are not experienced or skilled in managing legal risk across an entire business.
- Our GCs understand the imperfect choices dictated by a client's financial resources, its business objectives, or its regulatory constraints. Highly skilled in matching legal priorities to the risk tolerance of a business, our GCs craft pragmatic solutions that advance business objectives.
- Our GCs choose to practice at a new model, 21st century law firm -- we are entrepreneurs within our profession. Not only are we skilled practitioners, we are business-minded disrupters and risk takers. We understand all too well the issues faced by our clients, which makes us relatable and trusted advisors.

### How do PLG attorneys gain a deep understanding of a client's business if they work with numerous clients?

- Our GC Services are uniquely valuable precisely because we work with a number of different businesses. The experience of navigating different situations and assessing the particular context immeasurably enriches the services we provide to each individual client.
- Most of our GCs tend to service only a few businesses at any one time. This combination of specific focus without the tunnel vision of servicing a single client or industry affords our clients the best of all possible services.

