

Are You Ready to Hire an In-House Attorney?

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Your company is prospering, as you expected it would, and you now are looking to continue to build your team and the idea has crossed your mind of hiring an attorney. How do you decide what legal experience you need? Where do you start?

Attorneys are well educated and most are extremely hard working, knowledgeable, efficient employees. They can offer sound advice and can help executives navigate a decision making process, when advice and counsel is need. Additionally, the best attorneys will not only show your companies its risks but they should also facilitate your processes and procedures that help you generate revenue. Imagine that, attorneys help your company generate revenue? Yep, help your sales team sell!! In-house attorneys, as you know, view their employer as their client. That means, they should be protective, engaged, and wholly vested in the success of the company. But is the time right to use your precious dollars to hire an in-house attorney for your company?

Consider the following questions:

- Did your company have over \$250,000 in legal fees, over the course of the last year?
- Do you have over 200 employees in your company?
- Is your industry highly regulated or are their changes coming on your industry's legal landscape?
- Do you have consistent legal challenges?
- Do you deal with a high volume of contracts that is eating away at your team that could be focused on more revenue generating activities?
- Do you find yourself calling your attorney on a regular basis to get business advice?

If you'd answered yes to any of the questions above, adding an attorney would save your company money and likely increase your company's productivity, efficiency, and profitability. The value provided by sufficient in-house counsel is the provision of *proactive* legal services, as opposed to *reactive* legal services. You essentially have in-house business partners helping the company be successful by guiding it through the legal ramifications to prevent them instead of just react to them.

If you decide that you would like to hire an attorney, here are some benefits:

- They are excellent, trusted business advisors
- They reduce your legal fees while facilitating your revenue generating process
- They help reduce your legal exposures while providing sound advice.

Take the time to consider the possibilities and then help the decision-makers at your company understand the benefit of additional in-house legal resources.