

FRACTIONAL GENERAL COUNSEL PROGRAM

Designed by our law firm's founder *Chris Clark*, who spent three years of his career as general counsel to a successful technology startup, our Fractional General Counsel Program provides a customized, defined scope of legal services at a predictable fixed cost. For less than the cost of a single employee, your business can experience many advantages of having an in-house legal team.

Members of **CLARK.LAW's** Fractional General Counsel Program enjoy these benefits:

- ▶ **PERSONALIZED SERVICE.** Our team gets to know your business and helps identify and address looming legal issues before they occur.
- ▶ **BENCH STRENGTH** Our team of experienced attorneys address your legal needs from multiple perspectives and provide holistic recommendations for legal action.
- ▶ **PREDICTABLE BILLING.** Paying a consistent fixed fee each month helps with budgeting.
- ▶ **FOCUS ON BUSINESS.** Your management team can focus on the business instead of worrying about legal issues.
- ▶ **REDUCED RATES.** You receive a 10%-20% reduction in our firm's standard rates, depending on your ongoing monthly needs.
- ▶ **ROUTINE CHECK-INS.** We include a regularly scheduled weekly or monthly meeting (by phone or in person) for all of our Fractional General Counsel Program Members.
- ▶ **ANNUAL LEGAL AUDIT.** We conduct a legal audit of your business when you enroll in our program, and on each anniversary of your enrollment, to make sure we're being proactive about helping your company reach its full potential.

IDEAL CANDIDATES FOR OUR FRACTIONAL GENERAL COUNSEL PROGRAM

- Startups who want their business set up the right way from the beginning and don't want to rely on self-help resources or risk making costly mistakes.
- Growing businesses with ongoing legal needs who aren't ready to hire full-time general counsel.
- Established businesses who want to add experienced lawyers to handle overflow work or round out their in-house legal team.

You're probably familiar with the concept of growing companies using fractional executives (usually CFOs, CMOs, and CTOs). Our Fractional General Counsel Program allows us to fill a role in your organizational structure and save you the time, money, and stress of bringing on a full-time in-house legal team before you're ready.





**RISK /
REWARD
ANALYSIS**

Our focus is on mitigating risk and helping you avoid costly legal mistakes. Contract disputes are a common source of liability for businesses. Breach of contract cases make up about 60 percent of the roughly 20 million civil lawsuits filed every year. The average cost for a contract dispute is \$91,000, and the average judgment amount awarded to a successful plaintiff is \$103,000. Based on this data, a single business dispute is likely to cost you nearly \$200,000.

Budgeting for legal expenses is the best way to avoid costly legal mistakes. The dollars you spend today being proactive about legal protection are well spent. As you can see from the data above, the amounts spent getting yourself out of trouble will be exponentially higher. A well drafted contract or a telephone consultation to discuss legal strategy could save hundreds of thousands of dollars in future legal fees and expenses.



OUR SERVICES

What types of services are available through CLARK.LAW's fractional general counsel program?

- Draft, review, and analyze a wide range of legal documents and contracts
- Advise on legal issues involving employees and independent contractors
- Assist with acquisitions, mergers, investors, loans, and other financial and structural matters
- Provide your managers, executives, and board of directors with governance support, including help with board meetings, minutes, and resolutions
- Identifying and protecting your brand names, tag lines, and logos through the implementation of a customized trademark protection strategy
- Advise on compliance with regulations that apply to your industry
- Manage outside attorneys if you face litigation or another challenge that requires highly-specialized expertise

HOW DOES IT WORK?

We schedule an initial consultation with you to determine whether our Fractional General Counsel Program is a good fit for your business.

We will provide you with a proposal that includes a pre-determined amount of legal services each month in exchange for a fixed monthly fee paid in advance.

If in a particular month your needs exceed the agreed upon scope of services, we invoice you for the overage at a discounted rate; if you don't use your full legal allotment in a given month, the unused portion rolls over to the next month.

We will give you notice when your company gets close to the pre-determined amount of legal services we agree on, so you can confidently budget for upcoming months with no surprises.

Enrollment in our Fractional General Counsel Program requires a minimum commitment of six months.

WE WANT TO BE PART OF YOUR TEAM!

Having competent company counsel makes you look good. Are you confident your business is following best legal practices? Does hiring a full-time in-house legal team not make sense for your business right now? Do you have ongoing legal needs but aren't sure where to start? Starting a proactive legal strategy makes all the difference. Our Fractional General Counsel Program will not only provide you with a significant cost savings, it will provide you with the additional confidence on business strategies and decisions you need to excel at what you do.

CALL US
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SCHEDULE A CONSULTATION