



## General Counsel Services

In today's complex legal landscape, small to medium-sized organizations often lack the resources to maintain a full-time internal general counsel or legal department. Our team bridges this gap by offering extensive experience serving as outside General Counsel to a wide variety of organizations, including those in the healthcare industry, technology sector, for-profit and nonprofit organizations, and more.

Our team's extensive experience working as in-house counsel sets us apart from other law firms. The team's impressive experience includes:

- General Counsel - IP/Marketing Properties with Mars Incorporated
- General Counsel for national specialty health services management company
- General Counsel and Chief Compliance Officer at UBIMD Physicians Group
- Two former General Counsels at Buffalo City School District
- In-house counsel to a public company in the software technology industry
- Former Associate General Counsel, PGA TOUR; former General Counsel/VP of Legal and Business Affairs, World Golf Foundation
- Former Regional General Counsel and former Senior Counsel of the country's largest privately owned commercial real estate developer
- In-house counsel for a Fortune 50 company and an international accounting, tax, & advisory firm
- Former Assistant General Counsel for a sports and entertainment management company for multiple professional sports organizations and entertainment properties
- Former Internal Revenue Service's Office of Chief Counsel in the Large Business and International Tax Division
- Former in-house counsel for several Cleveland-based, publicly traded corporations

In addition, we offer specific subject-matter expertise to support the Outside General Counsel services in artificial intelligence, agriculture, labor and employment, environment and energy, immigration, healthcare, and intellectual property.

With nearly 220 attorneys spanning a wide array of legal expertise, practice areas, and locations, we can support

### TEAM LEADER



**HELEN S. ATTER**  
Partner | Team Leader - General  
Counsel Services

the Outside General Counsel Program with a variety of attorneys to fit each client's unique legal needs.

Due to the actual General Counsel experience of our Outside General Counsel Program attorneys, we understand the internal dynamics, pressures, and practicalities that influence business decisions. This insider perspective enables us to provide more pragmatic, business-oriented legal advice. We are adept at balancing legal risks with business objectives to ensure sound legal solutions that align with our clients' strategic goals. This unique vantage point allows us to anticipate potential issues before they arise and offer proactive, tailored strategies that other firms, without in-house experience, might overlook. Our firsthand "real world" experience translates to more efficient and effective legal support, making us a more valuable resource for our clients.

As part of our Outside General Counsel Program, we collaborate closely with clients to understand their past and anticipated legal needs. This involves a thorough initial assessment of legal risks and opportunities, followed by annual strategic and business planning updates. Our goal is to craft a reasonable, customized budget for each client reflecting anticipated business needs and risks. This tailored budgetary approach is designed to meet the core legal needs of our clients without the overhead of a full-time internal legal team.

Our Outside General Counsel Program allows businesses to focus on their core operations while we manage their legal challenges effectively and efficiently. By offering these services through a fixed monthly fee structure, we ensure clients have predictable legal expenses and access to high-quality legal support tailored to their unique needs. Flexibility can be provided through the ability to spread legal costs across an agreed period of time. This approach allows businesses to more readily budget anticipated legal needs on an annual basis.