

Building a Better Relationship With Your Outside Counsel

Lindsey E. Snavely
lsnavely@pillaraught.com



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General Outside Counsel “Rules of the Road”

- Approved Counsel Lists
- Outside Counsel Guidelines
- Deadlines
- Overhead Costs And Billing
- Ethical Obligations



But...

- How about the other side of the relationship?
- What can you, as inside counsel, be doing to help outside counsel work more effectively *with and for you*?

Counting The Top Ten Things That Would Help Us The Most!



#1

Start With (And Tell Us) The Whole Story...This Includes The Bad Stuff.



#2

**Think Realistically About Strategy And
Early
Settlement Options.**



#3

**Trust Us With Our Billing...And All
Other Things.**



#4

Emails vs. Calls? Impromptu or Scheduled?



#5

**Are We The Good Guys Or The Bad
Guys?**



#6

**Set Boundaries (Or Not) Regarding
Client/Witness Contact.**



#7

**E-discovery...We Hate It Too, But We
All Have To Know How To Handle It.**



#8

**Think Big In Litigation . . . Don't Sweat
The Small Stuff.**



#9

**The Judge Is Our Friend. . . Don't
Make Him Our Enemy.**



#10

Tell Us Our Real Settlement Authority.





PILLAR+AUGHT

Harrisburg, Pennsylvania
717.308.9910

lsnavely@pillaraught.com



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