

Services & Industries

General Counsel Services

OVERVIEW

There is no substitute for access to hands-on, practical legal advice when you need it, especially coming from a lawyer who knows your business and your industry. Day Pitney General Counsel (DPGC) Services adds to your management team an experienced legal counselor who has been in the business trenches, often in your industry. We have assembled a diverse team of attorneys who have served in general counsel and senior legal positions and as owners and executives of private and public companies, funds, and investment banking firms. Armed with this real-world industry experience, your DPGC will devote the time to learn your business and will be backed by the broad legal capabilities of Day Pitney.

Cost-Effective

Utilizing a DPGC as your legal point person typically will cost you less than hiring a full-time lawyer of comparable experience or having the range of general counsel services provided through a traditional law firm arrangement. Your cost and the scope of the engagement can be scaled to meet your budget and needs.

Value Added to Your Business

Your DPGC becomes an integral part of your business team, available for consultation and counsel whenever your business requires. Consistent, long-term involvement in your business allows your DPGC to identify key legal issues before they become problems, discuss them with you and manage legal and other resources to help resolve them.

Scope of GC Services

The specific list of services will be tailored for your business and to its needs. Your arrangement would address legal issues across the broad range of subjects that an active business like yours encounters, such as:

- Corporate governance and compliance oversight
- Risk management oversight
- Routine contract negotiation, drafting and administration
- Routine banking documents

- Routine commercial real estate leases
- Employment law counseling
- Senior management compensation arrangements/agreements
- Routine business registration and licensing requirements
- Routine regulatory requirements, reports, inquiries and inspections
- Intellectual property counseling
- Pre-litigation/arbitration dispute resolution counseling
- Participation in shareholder and board meetings
- Participation in strategic meetings as requested
- Supervision/evaluation of local or special counsel
- Access to domestic and international lawyer networks

Pricing Options

DPGC services are priced to encourage early and frequent access to legal advice on the core issues that face your management team, so that your DPGC can assist in evaluating opportunities and threats and in developing alternative strategic responses and tactical legal action plans.

- **Annual Fee:** A fixed annual fee, payable monthly, covers all of your basic DPGC services. Purchase of legal services *a la carte* is also an option.
- **Legal Needs Assessment:** Your DPGC will conduct an initial legal needs assessment, following which we determine, with you the right scope of GC services for your business and annual fee. We'll periodically review with you the scope of services and fee to determine whether adjustment is appropriate.

Out-of-Scope Services

When your business encounters nonroutine legal challenges—such as an acquisition or merger, major asset divestiture, financings, fundamental financial or structural reorganization, sale of the business, or significant litigation—your DPGC, armed with an intimate knowledge of your business, is ready to help you assemble the right team of financial, legal and other advisers to help you address and manage the challenge.

Arranging and Pricing Out-of-Scope Services

Your DPGC will help you evaluate and select the best option for you. If it makes sense, Day Pitney LLP will provide the additional services (e.g., for acquisitions or complex litigation) at standard hourly rates or under an agreed-upon alternative fee arrangement that suits your needs in the circumstances.

and is designed to manage the related legal spend with as much certainty as possible.

Your DPGC, however, may often recommend using other counsel for transactions or litigation requiring specialized experience (e.g., import/export or customs matters), for routine legal functions that can be performed economically by others (e.g., most property tax appeals), or for situations in which jurisdictional familiarity is desirable (e.g., litigation in Texas, California or the United Kingdom). Your DPGC will help negotiate the fee arrangement that is right for you and then manage the legal effort on your behalf.

For more information on how DPGC Services can add value to your business, call us or visit Day Pitney's General Counsel services webpage.

INSIGHTS

Are You Required to Participate in Bureau of Economic Analysis' Benchmark Survey?

May 3, 2023

Day Pitney Partner Lane T. Watson authored the article, "Is the Bureau of Economic Analysis' Benchmark Survey Mandatory," for *WealthManagement.com*.

Legal Ethics for In-House Counsel

October 25, 2017

Jeffrey Mueller will be a speaker on the topic of "Legal Ethics for In-House Counsel," during the Annual Ethics CLE at IBM presented by the Westchester, New York/Southern Connecticut Chapter of the Association of Corporate Counsel.

NLRB Eases Organizing of Temporary Workers

July 15, 2016

Rachel Gonzalez, Mary Rogers and Patrick McCarthy wrote an article "NLRB Eases Organizing of Temporary Workers" for *CBIA's H&R Safety Newsletter* on the impact of the recent decision of the National Labor Relations Board (NLRB).

Planning a Successful Succession in Private Wealth Management Firms

June 7, 2016

On June 7, R. Scott Beach spoke on a panel at a breakfast held by Private Asset Management at The Lambs Club in New York. The panel discussed planning a successful succession in private wealth management firms. Some of the topics they discussed included when a private wealth manager should start considering the succession options available to them; why the issue is often overlooked, and creating a culture to change this; options for private wealth managers such as in-house mentoring, selling a business, or passing it over to a new generation; the pitfalls and potential risks

associated with merging or selling to another firm; and who to entrust with your book of business, and retaining client trust throughout the process.

Flossie Davis Speaks at UConn Law Lunch Panel Co-Sponsored by WWT

November 4, 2013

NEWS

Diverse Lawyers Network: Industry News

January 19, 2024

Day Pitney New Jersey Partner Elizabeth Yoo's arrival was featured in the *Diverse Lawyers Network* newsletter. Yoo is a Corporate Partner.

On the Move and After Hours

January 18, 2024

The arrival of Corporate Partner Laurence Smith and the promotion of Stephen Catanzaro to Partner was featured in the *New Jersey Law Journal's* On The Move and After Hours column.

The Daily Docket Industry Moves

January 18, 2024

The news of Laurence Smith joining Day Pitney as a partner in the firm's Corporate practice was featured in Thomson Reuters' The Daily Docket Industry Moves column.

Day Pitney Recruits Partner to New Jersey Corporate Practice

January 12, 2024

The arrival of Corporate Partner Laurence Smith to the firm was featured in the Bloomberg Law article, "Day Pitney Recruits Partner to New Jersey Corporate Practice."

Laurence M. Smith Joins Day Pitney as Corporate Partner

January 11, 2024

The arrival of Laurence Smith as a Corporate Partner in the firm's New Jersey office was featured in *BNN* article, "Laurence M. Smith Joins Day Pitney as Corporate Partner."

CONTACTS



R. Scott Beach
Greenwich, CT
Stamford, CT
rsbeach@daypitney.com
T: (203) 862 7824



Susan R. Huntington
Hartford, CT
Washington, DC
shuntington@daypitney.com
T: (860) 275 0168



David M. Waizer
Parsippany, NJ
New York, NY
dwaizer@daypitney.com
T: (973) 966 8089



Thomas A. Zalewski
Parsippany, NJ
tzalewski@daypitney.com
T: (973) 966 8115