

# EFFECTIVE PARTNERING

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2017 Corporate Counsel Institute  
The University of Texas School of Law

## OVERVIEW

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- I. Aligning Incentives
- II. Serving with Integrity
- III. Budgeting and Billing
- IV. Increased Expectations for Competence, Service, Value, Staffing
- V. Communication
- VI. Collaboration

## ALIGNING INCENTIVES

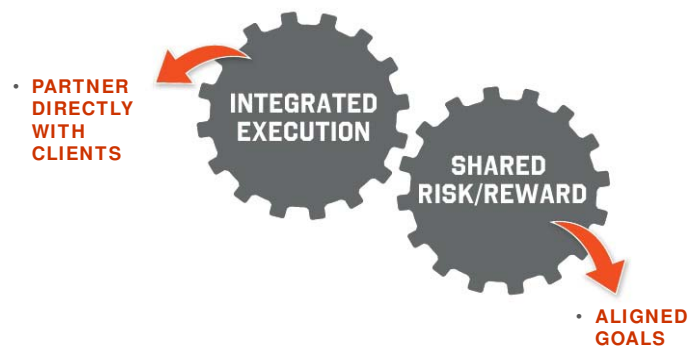
Many clients want lower risk profiles:

- Litigation Exposure
- Financial reporting requirements  
reducing risk profile among many companies



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## ALIGNING INCENTIVES



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## ALIGNING INCENTIVES

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Understand the factors that impact a client's business:

- Company Culture
- Business Objectives
- Market Conditions
- Competitors
- Local Laws

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## SERVING WITH INTEGRITY

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### TIMELINESS

- Delivering service on an agreed upon time frame.
- If you can't deliver on agreed time frame, be honest and have a ready alternative solution.

### EARLY CASE RESOLUTION/ MANAGEMENT

- Achieve what is best for the client, not the firm.

### TAKE OWNERSHIP

- In every situation, own the matter, the mistake, the follow-up and your success

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First appeared as part of the conference materials for the  
39<sup>th</sup> Annual Corporate Counsel Institute session  
"Effective Partnering"