

THE FIRST 90 DAYS:

A Roadmap for New General Counsel



LEARN THE BUSINESS

- Understand how the company makes money
- Map risks and opportunities
- Learn the culture
- Understand CEO and leadership priorities
- Assess the legal team



BUILD TRUST

- Invest in C-suite relationships
- Listen before drawing conclusions
- Show up prepared for critical moments
- Seek mentors and GC peers



SHAPE THE FUNCTION

- Identify top threats and opportunities
- Evaluate talent needs
- Evaluate outside counsel and legal spend
- Align priorities with the CEO

SIMPLE 90-DAY RHYTHM



WEEK 1

Listen and Learn



FIRST MONTH

Identify 3 Key Threats & 3 Opportunities



DAY 90

Align Legal Resources with Business Priorities