

## MLA INTERIM LEGAL TALENT CASE STUDY

# ON-DEMAND GENERAL COUNSEL NEEDED

### The Client:

Alternative Legal  
Services Arm of Mid-  
Atlantic Law Firm

### Industry:

Legal

### Location:

Maryland

### Project Duration:

On-going

### Placement Turnaround Time:

3 weeks

### The Challenge

As part of our law firm client's offering, they provide outside general counsel services to startups for a fixed fee in place of their own full-time GC. While there are plenty of lawyers with the experience of being a general counsel at a startup, there are not as many that can effectively perform the role from their law firm position. After realizing the law firm could use additional bandwidth to meet their client's needs, they decided to seek out candidates who came from this background to enhance their offering.

### The Solution

Due to the long-standing relationship with Major, Lindsey & Africa's Interim Legal Talent team, the law firm reached out to MLA Interim to seek advisement and explore the candidate market for experienced outside general counsel to join their law firm. While the firm was not actively seeking candidates to fill this role, once there were candidates in front of them, the law firm realized their practice group would not be able to grow unless they had the talent to step in and seamlessly take over some of the current business. MLA Interim presented options the firm did not envision existing in the market.

MLA Interim was able to identify eight qualified candidates for this role, all of whom were available on a remote basis. After the firm reviewed the slate of candidates, they selected one person to interview. The two rounds of interviews happened fairly quickly, and they decided to bring this candidate on board, which was completed in under five business days.

### The Results

Because MLA Interim was able to identify someone with the exact background the law firm required, they were able to focus their efforts on interviewing one specific candidate, which sped up the interviewing and hiring process. Once onboard, the law firm was able to identify several areas where the consulting attorney could make a significant impact on their business.

The law firm will continue to utilize MLA Interim for overflow projects and gap hiring of associates.