

## THE BEST OF ALL WORLDS

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Choosing a freelance lawyer provider for your business





# CHOOSING A FREELANCE LAWYER PROVIDER

More businesses than ever are turning to freelance lawyers for flexible legal services.

At AG Integrate, we provide expert lawyer consultants on flexible placements, often alongside the established services offered by Addleshaw Goddard. Clients tell us they like the way AG Integrate gives them choice over how they manage their legal risk. They also tell us that, because AG Integrate is part of Addleshaw Goddard, it removes the need to coordinate multiple providers, as flexible resource and wider legal services can all be found in one place.

Our consultant placements are successful because we work with our clients to get every detail right. This is about more than simply providing resource – it's about helping you flex the way you manage your legal risk.

# So, when considering using a freelance lawyer service, what should you look for?

## 1) Agility

Engaging a freelance lawyer offers the ultimate agile approach – resource when you need it, no overheads when you don't. The process should be as straightforward as turning the tap on... and off. A great deal of work will happen behind the scenes to make the experience seamless. So check that your provider has the right processes, operations infrastructure and attention to detail to be agile and responsive.



**Our tip:** The behaviour of each provider in the initial stages gives some indication of their approach in the future. When exploring options, use the opportunity to test each provider's efficiency.



**Ask:** "Tell me about what goes on behind the scenes to ensure your service works efficiently with its clients."



## 2) Choice

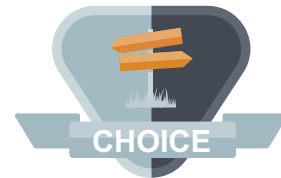
Your requirements may change, so look for a provider that understands how to resource legal work, not just legal roles. They will need to provide a service that doesn't simply plug a gap, but seeks to understand your needs and provides options for meeting them. Using freelance lawyers from a law firm can open up a variety of new approaches, from a temporary secondment at your office, to a blend of law firm and freelance lawyer expertise, or a team of remote workers. The ability to offer a variety of options and a strong team dynamic between the freelance lawyer and law firm is crucial in realising the benefit of flexible legal resource.



**Our tip:** Don't dive-in with a role description! Instead, brief your provider on your objectives and then challenge them to respond with a range of solutions.



**Ask:** "This is what I want to achieve. How can you help make it happen?"



### 3) Control

You will want control over which freelance lawyer you engage, for how long and in what capacity. So look for providers that see things from your perspective and can flex to suit your needs. The best way to achieve this is to build a relationship with your provider, rather than taking a one-off, deal-based approach. AG Integrate clients tell us that, because they have a deep relationship with us, we're able to shape each placement to suit them.



**Our tip:** When selecting your freelance lawyer provider, make sure you consider the long-term arrangement and not just the placement at hand. Managed properly, familiarity breeds effectiveness.



**Ask:** "Can you describe one of your long-term client relationships and the kind of placements you have made for that client?"



### 4) Fresh thinking

Take the opportunity to tap into your freelance lawyer's wider experience and skills. Freed from historical thinking and possessing a wealth of experience from different firms and industries, freelance lawyers bring fresh ideas and new perspectives. Accessing this can bring value that exceeds expectations.



**Our tip:** Make a point of working with your provider to understand your freelance lawyer's full skillset, so you can engage them as an internal consultant where it's relevant.



**Ask:** "Where could this lawyer add value by providing a view beyond the strict limits of their placement?"



## 5) Results

Hiring a freelance lawyer is a great way of achieving specific results rapidly because they don't get side-tracked by the multiple roles that long-term employees hold. Enable your freelance lawyer to focus on results by defining a clear, outcomes-based brief. This will save time and effort further down the line. Look for a provider that establishes this clarity up-front.



**Our tip:** Make time to provide a brief that focuses on what you want to achieve from a placement. In many cases, this will differ from a role description because it will look at the achievement of specific outcomes over a defined period of time.



**Ask:** "How do you ensure that expectations for the placement are clear and aligned?"



This guide accompanies a short video that outlines what you should look for when choosing a freelance lawyer provider. Find the video at our website: [agintegrate.addleshawgoddard.com](http://agintegrate.addleshawgoddard.com)

Here at AG Integrate, we provide our clients with top quality freelance lawyers to fill a resource gap or provide an injection of skills just when they're needed. To find out more about how we can help you manage your legal risk more flexibly, contact our team via **[agintegrate.addleshawgoddard.com](https://agintegrate.addleshawgoddard.com)**

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\* a formal alliance with Hashidate Law Office

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