

# Best Practices for Retaining & Working Effectively with Outside Counsel

WEBINAR: Best Practices for Retaining & Working Effectively with Outside Counsel

Co-presented by Association of Corporate Counsel- Northeast and Lando & Anastasi, LLP

Tuesday, June 7, 2022 | 12:00 pm – 1:00 pm

Register at:  
<https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ej6m295r6162a89d&oseq=&c=&ch=>

## PROGRAM

Is your outside counsel making your life easier? Getting the most from your outside counsel relationships requires proactive management, clear communications, and a thorough understanding of their areas of expertise.

Register for this webinar and learn from experienced in-house counsel on the best practices for retaining and working with outside counsel, with a specific focus on selecting and managing outside counsel to protect and defend your company's intellectual property.

Often, IP outside counsel are relied upon to secure valuable intellectual property assets, including patents and trademarks, and to sometimes defend the company in litigation disputes, all areas with substantial financial impact. To choose the right IP counsel for your company, it is vital to understand what factors should be considered: what technology or special backgrounds to seek, and what is the breadth of the firms' practice (patents, trademarks, copyrights, litigation).

The panel includes:

Tom Brown, Senior Managing Legal Director, Head of IP Litigation, DELL Technologies

Lesley A. Hamlin, Vice President and General Counsel, Intellectual Property, Operations and Emerging Businesses, Citrix

Dave Schuler, Chief IP Counsel, BOSE

Moderator: Andrea Reed, Of Counsel, Lando & Anastasi, LLP

During this webinar, the panel will provide practical tips for securing, building, and fostering the most effective working relationships, including:

- Retaining outside counsel for specific services
- Using Requests for Proposals
- Negotiating engagement agreement
- Building a long-term relationship
- Applying best practices from other firms
- Setting expectations for services, communications, and technology, particularly for tracking and communicating sensitive information.

Save Your Spot for June 7th!

Sign up today and come away with important, useful information on how to pick your next advisor.

#### ABOUT THE ASSOCIATION OF CORPORATE COUNSEL- NORTHEAST

ACC Northeast is a local network of the global Association of Corporate Counsel, which includes more than 45,000 in-house counsel members employed by over 10,000 organizations in more than 80 countries.

As the leading in-house counsel association in MA, RI, VT, NH, and ME, ACC Northeast promotes the interests of in-house counsel across the region through the sharing of information, education, networking, and advocacy, while demonstrating innovation and leadership for the benefit of the profession.

## ABOUT LANDO & ANASTASI, LLP

Lando & Anastasi, LLP (L&A) partners with clients to protect their innovations through effective intellectual property strategies related to patent, trademark and copyright procurement, licensing and associated transactions, counseling, trade secrets, and litigation. This partnership complements an emphasis on creative and strategic solutions guided by a solid understanding of each client's business imperatives. Well versed in a wide range of industries including life sciences, software, cleantech, medical devices, chemical and electrical engineering, L&A attorneys counsel clients ranging from individuals to early-stage and venture-backed start-ups to small and large national and global corporations.

More info at [www.lalaw.com](http://www.lalaw.com)