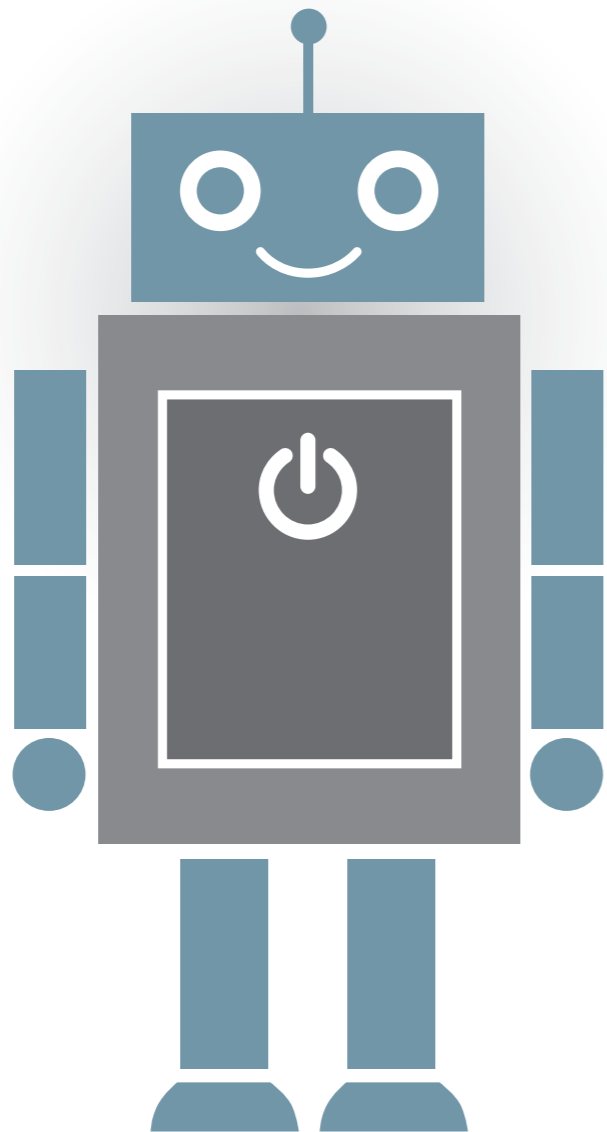


# MAILBOX COUNSEL

# VS

# STRATEGIC COUNSEL



Receives instructions from client

Automatically outsources to external provider

Forwards external advice without review or comment to client

Wastes time shuffling papers between client and external providers



Adds little to no value to client

A.K.A THE MIDDLE MAN/WOMAN



Understands clients' requirements

Engages external legal services to complement own advice

Ensures external advice is appropriate

Adds exceptional value to client

Outsources work appropriately, managing legal costs effectively

A.K.A. THE INDISPENSABLE RESOURCE