

## CASE STUDY

# Interim Legal Talent



### THE CLIENT

AmLaw 50 firm

### Industry

Legal

### Location

New York, New York

### Executive Summary

Major, Lindsey & Africa's Interim Legal Talent group was introduced to the Practice Chair through connections in MLA's Partner Practice Group. The Chair's group had an immediate but interim need for sophisticated legal talent who could handle partner level, specialized aircraft and helicopter finance, leasing and related restructuring transactions. We presented multiple profiles for consideration before they chose to engage a 20-year AmLaw partner to consult with the group and their client.

### The Challenge

The group found themselves with an immediate, interim need for an industry expert within an extremely niche field. They required a legal expert with experience in aircraft and helicopter finance, leasing and related restructuring transactions, including pre-delivery payment facilities, aircraft and spare parts credit facilities, EETCs and similar structured finance transactions.

### The Approach

Through an established relationship within Major, Lindsey & Africa's Partner Practice Group, the Chair was introduced to our New York Interim Legal Talent group. Our recruiters met with the client to gain an understanding of their talent needs, budgeting and timeline. They then began to rapidly reach out to their networks to locate a restructuring lawyer with the right experience and availability who could provide assistance immediately.

### The Solution

Our interim team of 40+ legal recruiters engaged MLA's vast network to vet all candidates with the requisite profile. Leveraging MLA's career-long attorney relationships and Interim Legal Talent's expertise, we were able to determine within a weeks' time a short list of candidates to screen that aligned with the role. We tailored the pitch based on our insights regarding personality, availability, career history and most importantly their ability to execute on the client's matter. Ultimately we presented four candidates that possess prior AmLaw Partner experience that met the timing, specificity and expert-level request from the group. These four candidates experienced a thorough screening and interview process by our New York office which resulted in a swift interview process and onboarding by the group.

### The Results

The group has been able to deploy a specialized talent that their clients could depend on for reliable, proven and sophisticated service.

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