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**LBC**

WISE COUNSEL

10 YEARS OF INSPIRING EXCELLENCE

With effect from 7 September 2010 First Counsel and LBC Wise Counsel announce a new strategic alliance to develop an enhanced recruitment proposition for the in-house legal sector.

First Counsel has an excellent reputation with clients and candidates built over seven years of trading; LBC Wise Counsel is well known for its ground breaking work in soft skills development in the in-house sector and as one of the leading management and training consultancies in the UK for in-house lawyers.

The opportunity presented by this alliance is to forge a strategic partnership that helps clients to secure an enhanced proposition for their recruitment needs and which helps candidates to be as well prepared as they can be for the recruitment process and then supports them in their new roles.

Commenting on the alliance, **Chris Cayley, Director for First Counsel**, said:

“We are very excited about working with LBC Wise Counsel. First Counsel is a market leading legal recruitment company, which is already valued both by its clients and candidates. First Counsel has always strived for a personal and consultative service. This alliance will offer the opportunity to provide something unique and which goes well beyond simply filling vacancies, in a market in which it is clear that much more is rightly expected of recruitment intermediaries. LBC Wise Counsel possesses outstanding insights into the sector whether at a strategic, operational, team or individual level. Working together we can build the type of service our clients want and at the same time offer even more to candidates.”

Commenting on the alliance, **Lawrence Smith, Director for Organisational Development at LBC Wise Counsel**, said:

“For a number of years we have been looking at opportunities to support a recruitment proposition that would enhance the experience for clients and candidates which at the same time would not compromise our consulting work. To do so meant taking our time to find a recruiter that we held in the highest regard and one that would also be genuinely committed to innovation and developing the recruitment proposition. First Counsel has an excellent reputation and we have seen their work at

close quarters on many occasions. We believe there is now an opportunity to truly break the mould and to deliver value and service that in many ways the in-house sector has wanted for years.”

New services will launch formally in the coming weeks and will include:

- Joint initiatives to offer more strategic insight for clients looking to recruit including into the shape and function of teams, personal development and resource deployment
- Additional post appointment support for placed candidates including skills training and mentoring
- Collaborations on generic skills programmes with more emphasis on what employers look for
- Outplacement services for candidates between roles
- Collaboration on thought leadership activity helping to create the best possible recruitment proposition for clients and candidates

This alliance is the first of its kind in the UK and promises to make a real difference to the scope and quality of the recruitment services available to clients and candidates.

**END**

### **...Further Notes to Editors:**

#### About First Counsel

First Counsel is acknowledged by many law firms and companies as one of the UK's leading recruitment businesses. It specialises in the recruitment of lawyers for the in-house legal departments of leading companies, banks and financial institutions and other major institutions from Legal Counsel up to and including Head of Legal, Legal Director and General Counsel. It also recruits lawyers, including partners and teams for UK and US firms and has established a market leading business dedicated to the legal sector recruiting senior professionals in Marketing, Business Development, HR, Finance, IT and law firm management.

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#### About LBC Wise Counsel

LBC Wise Counsel is a specialist management consultancy for law firms and in-house legal teams with a particular focus on change management, relationship development, strategic planning and personal/team development. LBC Wise Counsel predominantly acts for in-house teams in the UK and Europe with some activity in North America too. In addition the company regularly works with law firms at partner conferences, at training events and in a consulting capacity on topics such as business development and relationship management.

LBC Wise Counsel is the company behind the ground-breaking **LBCambridge** spring and summer schools for in-house lawyers at Queens' College, Cambridge.

([www.lbcwisecounsel.com/cambridge](http://www.lbcwisecounsel.com/cambridge))

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