



Peer Chat Summary - Demonstrating the value of legal

How successful GCs ensure their teams' hard work is recognised by the business

Educate

Your business partners might not realise your team's value because they don't know what it does and how to use it. **Train and educate internal stakeholders.** Once they know what you do, they can provide meaningful feedback. Ask them regularly to ensure continuous improvement.

Ask for feedback

Crisis today. Opportunity tomorrow.

In times of crisis your team will act as a shield for the business and its credibility and value will grow. Capitalise on those periods and turn to the offense. Opportunities arise from crises and your team can be the ones to spot and explore them.

“Without data, you're just another person with an opinion”

W. Edwards Deming

Demonstrating value through data cannot be beaten. Put in the time and effort needed to **build a great tracking and reporting system.** Take advantage of legal ops, legal tech and automation to build clear processes and templates.

Mix with the business

Make sure your team members are working closely with their business colleagues. When strategies are laid out, legal should be taking part. This is essential for transitional projects such as Brexit and LIBOR.

Strategise together

How we can help

We're here to help you show how strong your team is.

You may need to:

- Add a [missing skill](#) to your team
- Create a [project team](#)
- Make the most of your existing [legal tech](#)
- Understand [legal ops](#) better

We're here to discuss the best solution for your needs. Just get in touch with your usual LOD contact.