

Successfully Right-Size Your Law Firm with Fractional Legal Talent

Here are a few ways law firms can work with fractional legal professionals to ease workloads and save money.



Scenario #1: Competing for—and Completing—RFPs

- **Client:** A mid-sized, multi-practice law firm that frequently engaged in RFP processes
- **Pain Point:** The scope of potential RFPs didn't warrant full-time, long-term hires. When they won RFPs, the firm needed varying types and numbers of attorneys.
- **How MLA's Hire an Esquire Helped:** The firm found attorneys with the skill sets and availability to meet the RFP requirements and won more business. They have hired attorneys who could work 0–15 hours/week and 3-month to 2-year timeframes.

Scenario #2: Flexibility and Scalability

- **Client:** A mid-size law firm that worked with primarily mid-market companies
- **Pain Point:** To win clients, they needed to maintain competitive rates. To remain profitable, the firm needed to closely match talent costs to variable workloads.
- **How MLA's Hire an Esquire Helped:** The firm built a "bench" of fractional attorneys to handle regular overflow work from commercial contract review to compliance work, allowing the firm to keep a lean core team of full-time attorneys.

Scenario #3: Access to Specialized Talent

- **Client:** A 15-attorney law firm that primarily engaged in corporate and transactional work
- **Pain Point:** Occasionally, their clients needed niche expertise that wasn't available within their small firm.
- **How MLA's Hire an Esquire Helped:** The firm found the right seasoned attorney for a variety of 5–50-hour projects ranging from executive compensation to international dispute law, partnership tax law, and many other highly niche areas.

The possible usages for fractional talent are limitless. **[Book a demo today](#)** to learn more about accessing specialized talent when you need them!