

## Who we are

goodcounsel, one of the leading law practices in Chicago for startup companies and entrepreneurs, is a small law practice with larger ambitions.

goodcounsel's practice is focused on the initial structuring of companies, the relationships between co-founders, the design of equity incentive programs, and the negotiation and closing of early-stage investment rounds. goodcounsel also acts as the "general counsel" to many of its clients, addressing everyday legal needs that growing companies encounter such as contract development and negotiations, IP protection, and employee matters.

The quality of our work is first priority, however, we are not content to perform and deliver these services the same way as they have been for decades. As an organization, we have an entrepreneurial approach. We ask the same questions that our clients do: how can we provide our customers with superior service – or offer attractive new services – by listening to their needs, understanding trends in the market, embracing different business models, and understanding advances in technology and the opportunities that they provide.

We are developing an innovative legal services model by vigorously adopting technology, building repeatable process, shedding outmoded elements of "traditional" legal practice, and working with clients based on financial arrangements that reward value and efficiency rather than time spent.

The kind of innovation in which we are engaged is challenging and rewarding. Ultimately, we believe that it enables us to offer our clients better value.

## Job description

This opportunity is for people who are interested in alternative private law practice models. goodcounsel is searching for lawyers who have the skills that our clients need today, and the mindset to build the legal practice of tomorrow.

You have an interest in practicing law in a way that makes sense to you: being judged by the quality of your work, not the hours it took you to produce it; drafting documents that are straightforward, concise, and free of anachronistic and pompous language; and innovating with technology and repeatable process in order to streamline the production of work product, creating more time for working directly with clients.

We have much work to do for our clients, and you need to be proficient at translating the clients' substantive legal needs into sound and timely advice, and clear, strong documentation. Along the way, we are paying attention to how we can improve this process, and build a practice that can accommodate many more startups, entrepreneurs, and other companies that wish to be our clients.

## Desired experience and attributes

We appreciate everyone's interest in goodcounsel, however, out of respect for everyone's time, we ask that you carefully consider whether you meet the requirements below before responding.

### Background and skills

In order to be considered for this position, we require meaningful substantive experience in *either* transactional or general counsel work.

- Transactional
  - Required: Experience setting up and structuring corporations and limited liability companies, with knowledge of the relevant statutes.
  - Required: Past work with typical investment transaction-related documents: corporate charters, stockholders agreements, operating agreements and purchase agreements. Ideally, some experience with structures related to early-stage and venture capital transaction structures, such as convertible notes, SAFEs, Series A document sets (e.g., NVCA, Series Seed, etc.)
  - Desired: Exposure to and basic understanding of securities law and regulations (Securities Act of 1933 and Regulation D; state Blue Sky Laws.
- General Counsel
  - Outstanding contract skills, developed through meaningful experience drafting and negotiating on behalf of clients: master agreements/SOWs, technology agreements, license agreements, vendor agreements, etc.
  - Strong understanding of the key points of contract risk and opportunity.

- Other

These are not strict requirements, however, goodcounsel strongly desires these skills:

- Top tier among peers in facility with and interest in technology tools, preferably including the ability to manipulate software or write basic code.
- Demonstrated ability to design and implement repeatable process.

### Personal attributes

- Good communicator with supervisors, peers, clients, and prospects.
- Ability to handle multiple projects simultaneously and to prioritize when necessary.
- Learning mindset, to fit the culture of the practice.
- Calm and composed when facing deadlines and other pressures.

## Requested materials

- Cover letter, highlighting your skills and experience that meet our requirements.  
*Please state where you saw this job posting.*
- Resume.
- Law school transcript, if available (unofficial is fine).

Contact:

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