FRACTIONAL IN-HOUSE COUNSEL

PRACTICAL BUSINESS SOLUTIONS | NO UNNECESSARY LEGALESE

Do you need an in-house lawyer?

You might not need a full-time lawyer. But your business could benefit from having one on your team.

Legal issues do not always look like legal issues. Sometimes they look like executives reviewing contracts, delayed sales, expensive advice or risks discovered too late.



8.6% $$

Contract value lost on average through poor contracting practices

WorldCC / Deloitte

~90%

Of business users struggle to understand contracts

WorldCC research

83%

Of corporate legal teams expect more legal work

CLOC, 2025

PREVENT

Identify risks early

SOLVE

Practical legal support

IMPROVE

Build better systems

02 / THE PROBLEMS

Sound familiar?

You may already have problems that an embedded in-house lawyer can help solve.

Management is buried in legal work

Free executives from routine reviews, legal queries and briefing lawyers so they can focus on the business.

Contracts are slowing down sales

Smarter templates, approvals and contracting pathways to reduce negotiation and delays.

External legal bills keep growing

Embedded legal support, better specialist briefings and practical implementation of advice.

Legal risks appear too late

Early involvement in products, services, projects and business changes.

Our processes have not kept up

Better policies, delegations, intake, automation and governance frameworks.

Suppliers are not delivering

Contract management, obligation tracking and clearer performance accountability.

Overdue debts keep growing

Proactive recovery procedures, follow-up templates and clear escalation pathways.

We do not know our biggest risks

Risk assessments, registers and practical, prioritised mitigation plans.

Everyone needs legal for everything

Self-service resources, clear escalation rules and training for business teams.

The same disputes keep coming back

Improve contracts, escalation processes and preventive controls to address root causes.

03 / REAL SOLUTIONS

Real solutions. Practical results.

Real examples of how I have helped businesses work more efficiently and reduce risk.

01 Removing legal bottlenecks
Built contract automation with criteria allowing sales teams to use approved agreements without legal review.



THE VALUE
Faster sales turnaround and greater team autonomy.

02 Making your contracts easier to sign
Redesigned templates with plain English, legal design and workable commercial positions.



THE VALUE
More customers using your standard contracts, with less third-party review.

03 Simplifying repeat procurement
Developed master agreements and statements of work for preferred suppliers.



THE VALUE
Core terms agreed upfront, less repeated negotiation.

04 Improving legal intake
Introduced structured intake forms to gather complete instructions and track requests.



THE VALUE
Less back-and-forth and better visibility of demand.

05 Recovering overdue debts
Developed proactive debtor follow-up systems, recovery processes, escalation pathways and practical templates.



THE VALUE
Helped businesses recover hundreds of thousands of dollars promptly, without external lawyers or debt collectors.

06 Building business capability
Delivered practical contracts and privacy training to help teams recognise risks and manage routine issues.



THE VALUE
More confident teams and better-informed decisions.

07 Identifying risks before launch
Joined product and service development meetings, identified risks early, explored mitigations and coordinated specialist external advice when needed.



THE VALUE
Fewer late-stage legal surprises, rollout delays and reactive fixes.

04 / WORK WITH ME

Your in-house lawyer.

Without the full-time hire.

Flexible senior legal support, whether you need someone embedded in the business or dedicated expertise for a defined initiative. Both options are charged at an agreed daily rate.

TWO WAYS TO WORK TOGETHER

FRACTIONAL RETAINER

Ongoing in-house legal support with an agreed scope and regular allocation of days. Covers everyday legal needs, strategic advice and agreed improvement priorities.

PROJECT ENGAGEMENT

Dedicated support for a defined project, such as system or process uplift, or development and reform of products, services and operating models.

WHO I WORK WITH

NO IN-HOUSE LAWYER?
I act as your legal resource, taking work off management's desk and helping the business run smarter.

ALREADY HAVE A LEGAL TEAM?
I add senior capacity, manage workstreams and deliver projects so your team can focus on its priorities.

More than legal advice.
Better ways of doing business.

Let's talk about what your business needs.

Hi, I'm Jess.

I'm Jessica Carroll, founder of TBL Legal Solutions. With 14+ years across private practice and senior in-house roles, I help businesses and legal teams work smarter through practical, commercially aligned legal support.



JESSICA CARROLL | FOUNDER