

Tom Posey

Partner, Reed Smith

- Focuses on labor relations and employment litigation
- Represents a wide range of employers in the Hospitality industry
- Could not convince Will to wear a vampire outfit for this presentation...

Will Weltman

Sr. Associate, Reed Smith

- Extensive Hospitality industry experience
- Practice focused on international arbitration and cross-border disputes
- Also handles domestic commercial disputes



Interview With(out) a Vampire: Getting the Most Out of Your Legal Representation

THE HOSPITALITY LAW CONFERENCE: SERIES 2.0 - HOUSTON

APRIL 9 - 10, 2019

Your Relationship with Outside Counsel

- Best Practices to Maximize Benefit
- Common Mistakes
- Inefficiencies and How to Avoid Them





Sharing Information: Early and Often

- **Example: Agreements**
 - **Involve litigators in reviewing agreements before there is a dispute**
 - **Key provisions**
 - **Form language – avoid unauthorized deviations!**

Goals and Outcomes — What Equals a Victory?

- **Example: Labor Relations**
 - **Does the relationship at this property impact others?**
 - **Could an all-out legal win also create an operational loss?**
 - **Are we doing this on principle or to satisfy the principal?**