



Opportunities for Consultants

Who we are

Whale Rock Legal Limited is a niche law practice based in the City. Our client base varies from blue chip corporations to small businesses. We specialise in Litigation, Commercial/Corporate, Employment, International Trade and Property.

What is a Consultant?

A consultant is a self employed solicitor who practices under the Whale Rock professional indemnity insurance cover and benefits from administrative support. A consultant is under no obligation to provide work to Whale Rock, nor is Whale Rock under any obligation to provide the consultant with work. Whale Rock recognises that your client "belongs" to you and not to Whale Rock. The consultant does not receive a salary, but a fixed percentage of the amount that he or she bills and which is subsequently paid. What this means is that the consultant can work to suit his or her own life-style. There are no set working hours and the consultant is free to work from a satellite office i.e. from home. The consultant has sole discretion over what he or she bills the client for the work he or she performs. Whale Rock will manage client care, the anti-money laundering process, invoicing and collection. The consultant has no management responsibilities.

Is Being a Consultant Right for You?

Generally speaking, in order to be a consultant you will need to bring clients whom you can service (one or two clients who give you regular work should be enough to ensure that you make a good income). These clients, provided we do not already do work for them, will remain yours, even if you decide to stop acting as a consultant for us.

People who usually become consultants are senior associates, partners or retired partners who:

- have a client following and need to service them while they are looking for new permanent employment. Once they find new employment they will take their clients with them.
- believe that they can make a better income servicing their own clients and taking a percentage of fees charged, rather than working for a salary in a traditional law firm.
- want to establish a work/life balance which does not fall within the hours that an employee or partner would typically be required to keep.

Whale Rock Legal's Directors

Nigel Kushner

Nigel trained and qualified at Clyde & Co, a top 20 firm in the City of London, and was admitted as a solicitor in 1998. He spent seven years as sole in-house lawyer at one of the world's largest privately owned steel traders, managing a diverse workload, including international commercial contracts, corporate, litigation, property, employment, projects and risk management. More recently, Nigel was appointed as sole in-house lawyer at Triland Metals Limited, a wholly owned subsidiary of Mitsubishi Corporation, where amongst other work, he advised on and drafted ISDAs and derivative contracts.

Ravi Shankar

Ravi qualified as a barrister at the Inner Temple in 1987 and went on to become an advocate and solicitor of the Malaysian bar. In 1991 he qualified as a solicitor while practising at Beaumont and Son, the world's leading specialist in aviation insurance law. At Beaumont and Son, Ravi maintained a varied portfolio including civil litigation, insurance and re-insurance, insolvency, leasing, immigration, and employment. Following a merger between Beaumont and Son and Clyde & Co in 2005, Ravi joined Clyde & Co's employment team where he continued to service his clients.

Whale Rock Legal Limited

2nd Floor, 50 Gresham St.,
London EC2V 7AY
Tel: +44 (0) 844 893 0811

E-mail:

nigel.kushner@whalerocklegal.com
ravi.shankar@whalerocklegal.com

Regulated by the Solicitors Regulation
Authority.

Registered Company No: 06649868
VAT Registration No: 938 8009 92



For example, solicitors who are on maternity leave and who want to continue to maintain their relationship with their clients but who want to work hours which their existing firms will not accept.

- do not have an exclusive contract of employment with one firm.

Whale Rock may also be suitable for individuals who currently work in a consulting capacity but are seeking an alternative environment or improved terms, or for sole practitioners who do not wish to deal with or bear overheads and administrative responsibilities.

Whale Rock may from time to time have work which it will offer consultants if this falls within the consultant's area of expertise. Consultants may also obtain work referred by other Whale Rock consultants.

What Sort of Income Can I expect?

You will keep 60% of the fees that you bill and which are paid by your client where you introduce a client to us. If you do work for our own clients you will keep 50% of the fees that you bill and which are paid. The hourly rate at which you wish to charge your own clients is entirely up to you and your client. By way of example, if you charge out your clients at a rate of £320/hour, work 230 days of the year at 5 chargeable hours per day, you will make an annual gross income of approximately £220,800 or £18,400 per month. At 3 chargeable hours per day, you will make an annual gross income of approximately £132,480, or £11,040 per month.

What will Whale Rock Do For Me?

In addition to providing you with the benefit of our professional indemnity cover so that you can practice, we will provide you with a City office as an administrative centre where you can hot desk and use telephone, fax, copier and on line library/precedent facilities. We may provide lap-top computers for your use, if you do not have your own. You will be provided with remote access to and space on our server to store electronic data and manage your timesheets. We will arrange meeting rooms for you as you may require, together with basic administrative support – but not full secretarial backup. We will help you remain up to date with your CPD requirements, assist you with marketing and include your profile on our website. If you have worked with us for 6 months then we will bear the cost of renewal of your practising certificate for so long as you remain with us. Should you be managing a larger project which you feel requires backup, we may assist you in providing appropriate support from other Whale Rock employees or consultants. Above all, whether you consult with us for a short or longer period of time, Whale Rock aims to provide a supportive environment. A tenet of our business model includes the recognition that your clients will always remain “your” clients.

How Will I Know If I'm Suitable?

All applications will be channeled through our search and selection partners. They will consider your professional background and experience, assess your suitability, discuss the relevant options and opportunities available to you and guide you through all stages of the process.

Are There Any Restrictions to Joining Whale Rock?

Yes. Because you are practicing under our P&I insurance, we must be certain that you are a responsible solicitor with no prior history of investigations or disciplinary proceedings by the SRA. Full disclosure of all material facts must be made to our search selection partners, during the selection phase. If you are less than 5 years qualified, even if you have a client following, we are unlikely to accept you as a consultant.

Disclaimer If you become a Whale Rock consultant then this will be on terms agreed with you pursuant to a Consultancy Agreement, which will replace and supersede any pre-contractual discussions or representations. This marketing brochure does not form any pre-contractual representations upon which you may rely.