



How to Get Started with Axiom for Real Estate Needs

Axiom matches world-class legal talent to the design and construction, portfolio management, and due diligence needs of legal departments.

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About Axiom:

Axiom, the global leader in high-caliber, on-demand legal talent, is innovating the way legal teams and lawyers work. Axiom enables clients to access over 5,800 talented lawyers through a curated platform and build more dynamic teams to drive better business outcomes. Axiom empowers lawyers across industries and practice areas to thrive while pursuing more of the work they love. The company is deeply committed to gender equality and diversity and prides itself on having one of the most diverse employee populations in the industry. Axiom works with over half of the Fortune 100 companies, and currently operates in North America, the U.K., Continental Europe, and Asia-Pacific.

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The Challenge

Real estate is a vital component of business strategies, and there is a wider range of risk and return than ever before, as deals become more complex and involve force majeure, portfolio right-sizing, and sophisticated financial agreements.

Accessing legal talent with the right expertise will be key to managing the increased complexity of real estate transactions.

“Global megatrends will change the real estate landscape considerably in the next six years and beyond... There’s a natural tendency to underestimate how much the real estate world will have changed.”

PWC

“Real Estate 2020” Report

Stay on top of your real estate needs:

UNCERTAINTY IN THE REAL ESTATE MARKET	SPIKES IN PANDEMIC-RELATED WORKLOADS	LIMITED INTERNAL SKILL SETS
<p><u>78% of real estate executives are concerned about the future of the market</u> due to uncertainty around interest rates, global economic conditions, and governmental policy</p>	<p>All commercial real estate sectors are experiencing declines in business due to COVID-19, leading to high volumes of leasing defaults and short-term workouts</p>	<p>Corporate legal teams often lack the right level of expertise to manage real estate legal work</p>

Legal departments must:

- Access world-class real estate talent
- Build a dynamic real estate legal team
- Work with a partner who understands real estate law



Our Solutions

Our support can be designed to meet your needs, with a single seconded or a team solution up and running quickly to offer local, regional, and global real estate support.

INCLUDING:

Transactional work and dirt law

Office, retail, commercial, and residential Leases; defaults, workouts, foreclosures, short sales, and REOs; management, vendor, and license agreements; due diligence review and counsel; force majeure interpretation

Portfolio management

Portfolio down- and right-sizing; title review and negotiation; internal governance policies; local and federal regulatory compliance; real estate investment trusts (REITs)

Design and construction

Design, development, and construction agreements; American Institute of Architects (AIA) agreements; environmental property assessments

Real estate finance

Acquisition loans; construction loans; tax abatements and tax advice

35+

Real estate lawyers

15+

Average years of experience

50%

Of the Fortune 100 are Axiom clients

Why work with Axiom?

ACCESS WORLD-CLASS REAL ESTATE TALENT	BUILD A DYNAMIC REAL ESTATE LEGAL TEAM	WORK WITH A PARTNER WHO UNDERSTANDS REAL ESTATE LAW
<ul style="list-style-type: none">• 35+ real estate lawyers• 50+ real estate engagements since 2019• Our lawyers have an average of 15+ years of experience	<ul style="list-style-type: none">• Flexibly scale your team up or down to respond to a fast-changing, budget-constrained business environment• Tap into our 20 years of experience and best practices supporting real estate• Variable cost models that correspond to engagement length and lawyer experience	<ul style="list-style-type: none">• Axiom's clients include 50% of the Fortune 100• 99% of our clients say they would recommend Axiom• Structured onboarding and feedback processes to minimize time to productivity and stay in alignment with client success

5 Easy Steps to Get Started with Axiom

START

1. Get in touch

→ Reach out – call or email us.



2. We will set up a consultation to confirm your preferences

→ An Axiom representative will get back to you to schedule a quick conversation, during which we will identify your business and legal requirements and budget.




Within 24
hours

3. You will receive a curated list of lawyers

→ We will provide you with a list of lawyer biographies matched to your specific needs, including practice areas, years of experience, location and region, company culture, length of engagement, and budget.

→ At your convenience, let us know which lawyers you would like to interview.


24-48 hours
after our
conversation



4. Lawyers matched to your needs will be ready for interviews

→ Lawyers will be briefed on your needs, the engagement, and your company to provide you with a productive interview experience.

→ When you are ready, let us know which lawyers you would like to work with.




Within 2-5 days
of receiving your
preferences

5. Lawyers will be ready to start working with you

→ We orient lawyers to your company culture and business needs so they can deliver value from day one.

→ Our best-in-class practices streamline the lawyer onboarding process. Before every engagement, Axiom facilitates: expectation-setting between the lawyer and client; education of the lawyer on the client culture; access to internal technology, systems, and credentials; kick-off calls with clients and lawyers; communication between the client and Axiom.


Within 1 week
of you selecting
your lawyers



END