



Head of Legal

Goals

As measured by

Support our global reach by paving the way to UK expansion by end of March

1. Register the corporate entity by January 15
2. All contracts meet UK laws as measured by 100% audit approval on January 22
3. Product compliance epic shipped by end of March

Streamline our team to meet 2020 budget target by end of March

1. Onboard 2 niche law firms by end of January
2. Receive CEO approval on new cost-sharing agreement policy by February 15
3. Complete transition to DocuSign as measured by executing first contract with DocuSign by March 20

Betterworks Can Help Your Business Create a Goals Process That Drives Results

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Adopting OKRs for goal creation ensures employees in every department and function are aligned and working toward the organization's top priorities.

Every organization is unique and there is no one-size-fits-all approach to Continuous Performance Management. You want to understand all the learnings and best

practices, and then use them to craft the unique program that best fits your organization's culture and business needs.

If you're ready to learn more about OKRs within Continuous Performance Management, [see *Betterworks in action* and get your free copy of John Doerr's *Measure What Matters*.](#)



Legal Counsel

Goals

As measured by

Transform the contracts process to help Sales efficiency by end of March

1. Select a third-party contract management system by January 25
2. Team training delivered on new playbook on contract negotiations by February 15
3. Hire and onboard a new Legal Operations Associate by end of March

Drastically mitigate risk by end of March

1. New record retention policy to reduce risk published on team wiki by January 25
2. New visitor policy active, as measured by 100% visitors logged in Envoy by February 15
3. 80% attendance of Sales, Product, Marketing, and PR Teams at media training on March 15

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Legal Operations Associate

Goals

As measured by

Protect our innovation through updated processes by end of March

1. Create a new patent application by end of January
2. 100% of patent and trademark portfolios reviewed and updated by February 5
3. File 5 new patent applications by February 20

Be a great partner to Sales, Help Sales close all new customers and receive payment from existing customers in Q1

1. Train all 11 new team members on T&Cs, SLA, and escalation policy by January 12
2. Launch new legal wiki with updated legal FAQ (as measured sharing live link with team) by January 15
3. Receive 100% payment from existing customers in Q1

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