Streamline AI

The C-Suite Guide to *Prioritizing Legal Matters*

According to a recent survey of legal leaders, only 3% of in-house teams have implemented a prioritization framework that works.

When teams prioritize matters based on what was received first, give in to the loudest requesters, or react to requests inaccurately tagged as *urgent*, revenue-generating and high-risk matters end up competing with routine tasks. The result is delayed deals, a frustrated C-suite, and a burnt-out legal team.

The **New Legal Operating Model (NLOM) Prioritization Framework** fixes that. It shifts Legal from a reactive triage state to an active driver of corporate velocity—aligning the business on the work that matters most.

Tier	Corporate Priority	The Airline Anology	Real-World Examples	Expected Business Impact
PO	Emergency	**Hiring a private jet** Override everything else immediately	Data breach; active litigation/injunction; existential regulatory crisis.	**Drop everything** Maximum legal resources deployed instantly.
P1	Urgent	**Buying the first available seat** Regardless of price or route	Key customer threatening termination over a breach; critical core vendor contract	**Top company priority** Takes precedence over all business-as-usual work.
P2	Priority	**Direct flight, economy ticket** Get there fast, no layovers	Top-line regional sales deal; complex enterprise tech vendor with major IP questions.	**Top functional priority** This is the priority within that specific business unit.
P3	Normal	**Economy ticket, reasonable price** Standard processing	**Almost everything else.** Routine customer MSAs, standard NDAs, ordinary vendor agreements.	**Business as usual** Handled sequentially within standard SLAs.
P4	Low	**Cheapest standby ticket available** Highly flexible fates	Updating an internal contract template; long-term proactive policy reviews.	**Backburner** Handled during low-volume cycles or legal down-time.

3 Tips for Executive Alignment

1. Context Beats Tiers:

A Sales P3 (a standard-revenue deal) will naturally take priority over a Marketing P2 (a department-specific priority).

2. Levels are Re-Assessable:

If a standard contract vendor (P3) suddenly changes terms and introduces existential risk, it can be escalated to a P1 immediately.

3. Real P1s Stop Competing with Theatrical Ones:

By forcing the organization to reserve P0 and P1 for true enterprise emergencies, standard revenue deals (P3s) actually move faster through the queue because they aren't constantly interrupted.