



Le Cavalier

Corporate Counsel

Just Like In-House Counsel...

Le Cavalier, Corporate Counsel provides businesses with legal services comparable to those of in-house counsel. Indeed, just like in-house counsel, we provide an integrated approach to legal services that is flexible, cost-effective and result-oriented.

We act primarily as a project lawyer for in-house corporate legal departments. On a basis of a number of days per week, by project or full-time for a given period, we can:

- complete key projects
- relieve workload increases
- fill in for a lawyer's absence
- handle critical functions
- provide on-going general legal advice on business law and financing

all on the business premises, if need be.

LAW
STRAIGHT TO
BUSINESS

 (450) 434-4533

 (450) 434-4513

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18 de Richelieu street
Blainville, Quebec, J7B 1M1

www.le-cavalier.com

Services and Solutions

- **Standardization of legal processes**
- **Development and introduction of efficient business policies**
 - Terms of sale and purchase
 - Protection of privacy
 - Protection of intellectual property
 - Registration and enforcement of security interests in Canada
 - Electronic communications
 - Sexual and psychological harassment
 - Document retention and destruction
- **Standardization of form agreements and the documentation process**
 - Creation of virtual links between the legal department, internal clients and outside counsel
 - Design of a document management strategy
- **Development of statutory compliance programs**
- **Creation of integrity programs**
- **Contract review, negotiation and drafting**
 - Supply and sales
 - Outsourcing
 - Financing, lease and leasing
 - Commercial lease
 - Confidentiality and non-competition
 - Franchising
- **Participation to acquisitions**
 - Due-diligence process
 - Conversion
- **Corporate restructuring**
- **Support new product marketing and e-commerce**
- **Strategic management of litigation**
- **Outside counsel retention guidelines**
- **Training on legal issues**

Experience

From 1997 to 2004, she was in-house counsel and assistant secretary for GE Canada Equipment Financing, working closely with the General Counsel. She managed legal risk for this General Electric subsidiary which finances equipment, aircraft, franchise and real estate. Accomplishments:

- Took over the interim management of the legal department for several months in 2003 and in 2004
- Advised on eight portfolio acquisitions worth over \$10 millions, including two worth over \$100 millions each
- Collaborated on several portfolio securitizations and syndications worth over \$100 millions each
- Completed a large document and security interest registration procedures review, eliminating errors and substantially reducing funding time (for the financing of equipment, franchise, real estate and aircraft)
- Designed an internet platform to facilitate document management
- Managed the legal aspects of a major corporate restructuring
- Created a statutory compliance program across Canada
- Managed litigation
- Supervised lawyers and law students

From 1988 to 1997, she had a stimulating career in private practice with two large law firms (Bélanger, Sauvé and Coudert Brothers) in insolvency, financing and commercial litigation.

Acknowledgements

- Recognition for due-diligence and conversion of ABN-Amro portfolio acquisition (2002)
- World First-Place Design for Six Sigma Quality project granted by General Electric for a document generating system (1999)
- Quality Excellence Prize for a detailed policy on security interests in Canada (1998)

Education

- Called to the Quebec Bar, 1989
- University of Montreal: B.A. of Civil law, 1988
- Certified in process improvement: Six Sigma Quality Training, Green Belt, GE Capital, 2001 and 2003

Lectures and Professional Activities

- The reduction of spending on legal fees, Canadian Corporate Counsel Association (2005)
- Maximize relations with outside counsel and minimize costs, Canadian Institute, In-house Counsel Conference (2004)
- Bankruptcy and Insolvency Act, Young Bar Association of Montreal (1997)
- Training provided at GE Canada, MBA UQAM, Groupe Desjardins and Samson, Bélair
- Member, Executive Committee of the Canadian Corporate Counsel Association (CCCA) of the Canadian Bar Association (2001 to date)
- Member, Lawyers Committee of the Canadian Financing and Leasing Association (CFLA) (1999 to date)



Natalie Le Cavalier
Project Lawyer

She provides as a project lawyer in-house legal services. She has extensive experience in legal risk management, standardization of legal processes, development of business policies, statutory compliance, acquisitions, IP and negotiation. She speaks English and French fluently.

Expertise:

- Commercial Law
- Financing, leasing, mortgage loans and securitizations, both domestic and cross-border
- Secured transactions under Personal Property Security Acts (PPSA) of Canada and the Civil Code of Quebec
- Acquisitions
- Restructuring and insolvency



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