



IRC LEGAL | IAN R. COHEN

Strategic Counsel | Deal Architect | Fractional General Counsel

The deal lawyer who's been the GC. M&A and general counsel work for founder-led companies and PE- and VC-backed businesses.

WHO I AM

- ⇒ **17+ years of legal experience**
500+ closed transactions, \$3B+ in aggregate deal value. Super Lawyers Rising Star
- ⇒ **Nearly a decade in BigLaw**
NYC: Schulte Roth & Zabel, BakerHostetler.
Two billion-dollar PE-backed exits
- ⇒ **7 years as General Counsel**
Also interim Head of HR. Venture-backed, later PE-backed e-commerce and logistics company serving hundreds of consumer brands
- ⇒ **Founder and operator**
Founder & Principal Attorney of IRC Legal.
Co-founded a mobile payments startup. As GC, also led business strategy and business development through capital raises, an announced SPAC merger and an unwind.
Mentor, BeyondCPG Track 7

WHAT I DO

-  **Fractional General Counsel**
A real GC for companies that can't justify one full-time. Entity formation and operating agreements, commercial contracts, co-packer, 3PL, retailer and distributor agreements, employment, equity and financings.
Fixed monthly retainer, or flat-fee packages for defined work
-  **Deal Counsel (M&A / Fundraising)**
Buy-side and sell-side for owners and buyers in the lower middle market, from LOI through diligence, the purchase agreement, RWI and closing. Plus SAFEs, priced rounds and term sheets.
Scoped per deal, billed hourly
-  **Hybrid Counsel**
One lawyer in both seats: inside the company as its general counsel, and across the table as its deal counsel when the raise or acquisition comes.
Monthly retainer plus advisor equity. Three founding client spots

When to send someone my way: a founder is buying or selling a business, raising money, launching or scaling a consumer brand, or needs a GC but can't justify a full-time one. Litigation, trademark filings and regulatory work go to specialists I coordinate with.

Rates: \$680 to \$800 an hour depending on the matter, a monthly retainer for ongoing general counsel work, or a fixed fee for a defined scope.

"Most lawyers give warnings from 30 floors up. I manage risk on the front lines, with grit and foresight."