

Corporate Governance and Investor Relations Services Group

Insight and Examples of Services

Overview

The Group offers unique services that combine legal and governance counseling with both company and investor insight which is grounded on research that has identified real world results. We focus on adding value and reducing exposure to unwanted risks.

Board Structure and Process

Advise on structure and membership of boards and committees, as well as methods to improve their processes. By way of example, suppose that a major investor has called for the company's CEO to step down as Chairman so that an independent director can be appointed. The board hires the Reinhart Group to provide an outside opinion. After discussions with the relevant parties and an analysis of the company's specific situation, the Group provides recommendations coupled with a strategy for communicating the board's decision to investors.

Board Evaluation

Assist boards with conducting internal evaluations. Institutional investors, as well as many board members themselves, increasingly see the importance to a regular process for director evaluation. The Group can work with boards in designing and conducting an evaluation process that is specific to the principal governance challenges facing the company and of most concern to its shareholders.

Shareholder Communications & Engagement

Work with regular company counsel and investor relations staff to devise strategies for improving relationships with shareholder base. Many companies have the opportunity to improve their business plan execution by proactively seeking out and engaging the right investors using customized approaches that establish trust. This includes both proactive efforts to use SEC filings and other regular communications to better tell the company story; strategies for improved ongoing engagement with major shareholders, as well as addressing specific shareholder concerns; and actions to address and protect against pending or threatened shareholder initiatives and challenges.

Reduce the influence of proxy voting advisors. Companies that do not fit a check the box approach to proxy issues are not at the mercy of proxy advisors' policies, if they understand how different institutional investors approach proxy voting decisions.

Director Training

Develop customized training programs for directors. Ken Davis, Keith Johnson and other members of the Group have substantial experience in professional training, development of case studies and other innovative teaching materials, and facilitation of vigorous group discussion. In addition, the Group's close connections with the University of Wisconsin allow it to assemble teaching teams that reflect various areas of knowledge— across disciplines – to meet the client's needs and priorities.

A banner featuring a close-up of two hands shaking in a firm grip, symbolizing a business agreement or partnership. The background is a blurred cityscape with skyscrapers. The text "Business Law" is overlaid on the right side of the banner in a white, sans-serif font.

Business Law

Conference & Retreat Speaker

Serve as keynote or session speakers on a variety of governance-related topics at conferences and retreats. Ken Davis, for example, has regularly infused his corporate law classes with discussions of long-term trends and directions, along with the skills that lawyers need to adapt and respond to them. Based on student evaluations, these discussions have received high ratings, and other groups should find them useful and entertaining as well.

D&O Premiums

Advise on strategies and approaches to reducing the company's litigation risk, and with it, the size of its D&O insurance premiums.