

Paul Swegle

Sophisticated **general counsel/chief legal officer** with SEC/DOJ background and track record of launching, funding and growing innovative businesses and achieving successful M&A and IPO exits. Recognized expert in business law, finance, governance and contracts, with unique combination of deep transaction expertise and superior litigation skills. Experienced legal team builder, collaborative executive team member, strong leader, and trusted advisor to boards and fellow executives. Extensive business, legal and finance expertise spanning contracts, governance, securities, IP, licensing, finance, M&A, IPOs, SEC compliance, marketing, employment, privacy/security, blockchain, crypto, litigation and crisis management.

Molecular Testing Labs

2023 - Present

Chief Legal Officer. Senior executive over legal and compliance team. Focused on supporting product and business development, financings, driving growth, protecting IP, navigating regulatory challenges, and guiding external strategic collaborations. Successes include improved efficiency and responsiveness of legal team, contract processing time halved, invention capture program resulting in 18 patent applications, and recovery of \$2.5M+ in old accounts receivable. MTL is a leader in medical diagnostic testing.

CareXM, LLC

2020 - Present

General Counsel. Senior executive team member focused on driving sales growth, product and pricing optimization, regulatory compliance, M&A, and governance. Primary duties involve supporting biz dev team by rapidly negotiating and signing revenue-driving contracts, providing legal support for new products and services, and guiding regulatory matters. CareXM is a recognized leader in telehealth and virtual health.

Observe, Inc.

2015 - Present

General Counsel. Key senior team member responsible for launching Observe and raising \$4 million to grow Observe's crowd-based, retail audit platform and apps, enabling brands, distributors, and retailers to monitor and improve how products are marketed, priced, and displayed on shelves. Key driver of Observe's IP strategy, revenue growth, and dispute prevention and resolution. Led IP efforts resulting in nine patents.

Other Current In-House General Counsel Roles

Various - Present

Part-time GC to: SaaS route optimizer Routora (www.routora.com), SaaS for authors platform Chapterly (www.chapterly.com); AI-powered healthcare service provider HelloPractice (www.gethellopractice.com/); and AI-powered judgment enforcement firm AssetTrace (www.assettrace.com).

General Counsel Audit, Inc.

2025 – Present

Founder/Inventor. Invented, developed and launched first-of-its-kind SaaS startup due diligence tool for founders, investors, attorneys, and other startup advisors – www.GeneralCounselAudit.com.

PolyVascular, Inc.

2022 - 2024

General Counsel. Managed all legal, governance, contracts, finance and IP matters and collaborated cross-departmentally to support PolyVascular's development of a transcatheter pulmonary heart valve.

Kinsel Law Offices, PLLC

2012 - 2024

Of Counsel/Outside GC. Served as outside business and regulatory counsel to a dozen tech companies as *Of Counsel* at Kinsel Law, a boutique business law firm. Clients spanned fintech, financial services, health/medical devices, SaaS, B2B, e-commerce, consumer products, cloud security, and manufacturing.

Porch Group, Inc. (NASDAQ:PRCH)

2019 - 2021

Special Corporate and Securities Counsel. Worked with biz dev team to secure new revenues, supported product team in launching new home services products, resolved disputes saving the company millions of dollars, led critical financings and M&A projects, and played key role in taking Porch public.

Newyu, Inc.

2015 – 2020

General Counsel. Senior executive integral to developing and launching Newyu's health data management platform across North America, Europe, and Asia, including coordinating international regulatory compliance, closing key commercial deals, and guiding Newyu's sale to Abbott Laboratories in May 2020.

Numera, Inc.

2013 - 2015

General Counsel. Helped drive Numera's launch and sale of medical devices and software in the healthy aging sector and guided Numera's sale to publicly-traded Nortek, Inc. in 2015.

ShareBuilder Corporation and ING Direct

2000 – 2012

General Counsel. As an early senior executive team member, helped pivot business model and lead ShareBuilder from startup to sector-dominating online brokerage, fintech pioneer, and investment advisor. Guided ShareBuilder's sale to ING Direct in 2007 for \$220M and later to Capital One in 2012 for \$9B.

Plum Creek Timber Company, Inc. (NYSE: PCL)

1996 – 2000

Director, Law. Handled all debt and equity financings, SEC reporting, M&A, regulatory compliance, and litigation for Plum Creek, then the largest private timberland owner in the U.S., operating manufacturing facilities in six states. Weyerhaeuser later acquired Plum Creek for \$8.4B.

SEC - Division of Corporation Finance

1994 - 1996

Senior Attorney-Advisor. Front-line reviewer and examiner for IPO registration statements, proxy statements and other SEC filings of companies across numerous industries. Served as primary examiner for hundreds of IPOs, mergers, exchange offers, going-privates, and other complex transactions.

SEC - Division of Enforcement/Justice Department

1988 – 1994

Enforcement Attorney/Special Assistant U.S. Attorney. Investigated and litigated alleged violations of federal securities laws. Served two DOJ appointments as a Special Assistant United States Attorney.

Education

University of Washington School of Law, J.D.
UW, B.A., Political Science; Magna Cum Laude, Phi Beta Kappa

Professional Activities and Affiliations

Adjunct Professor, Seattle U. Law, "*Counseling Startups: Law, Regulation and Fundraising*"
Adjunct Professor, Gonzaga Law, "*Counseling Startups*" and "*Corporations*"
Chair, WSBA Securities Law Committee (2025 – 2026)
Board of Governors, Washington State Bar Association ("WSBA") (2017 – 2020)
Past Chair, Corporate Counsel Section of the WSBA

Representative Presentations, Publications and Interviews

"Don't Make it Personal - Avoid Liability as an Officer, Director or Owner" – StartupGC – Jan 2025
"Joining a Startup Board as a VC" – StartupGC – Dec 2024
"Avoiding Common Legal and Regulatory Mistakes in Launching Startups" – UC San Diego MBA – March 2024
"SPACS and the SEC's Proposed SPAC Rules" – New York Stock Exchange/FintechTV – April 2022
"Pre-Formation Best Practices, Entity Selection and Formation, and Key Relationships" – UCLA MBA – Jan 2022
"Advising Emerging Growth Companies" – Georgetown School of Law – Nov 2021
"Tips for LegalTech Startups" – Stanford Law School CodeX – Sept 2020
"Business Law and Finance for Science and Engineering Professors" – ASU Tech Transfer Office – May 2021
"Drifting in for the Win – Positioning for a Successful Exit" – Notre Dame IDEA Week – April 2021
"Advanced Intellectual Property Protection" – Loyola Marymount School of Law – March 2021
Startup Law and Fundraising for Entrepreneurs and Startup Advisors – (Amazon) July 2020
Contract Drafting and Negotiation for Entrepreneurs and Business Professionals – (Amazon) June 2018