



Real legal concerns and risks to building your business

Let's see if we can resolve them

Pick your top 4 to 6 areas below or write down others you might think of and return this sheet to me in confidence.

Protecting Assets

- Having a limited liability entity to protect against others' mistakes
- Making sure my company complies with applicable rules to keep personal assets and company assets separate
- Assuring the IRS will accept my company as real
 - Effective company agreement
 - Resolutions reflecting major business done
- Effect of community property laws on estate planning and property division
- Creating no-worry wealth

Protecting Company

- Protecting my company's trade secrets
- Confidence to allow others to manage company on a day-to-day basis
- Customer agreements with conditions that address how my company does business
- A customer agreement with conditions for
 - Timely payment
 - Intellectual property
 - Client insolvency
 - Liability and warranty limitations
- Assuring that suppliers of any goods or services treat my company rightfully and lawfully
- Business lease protecting my ability to conduct business and to remove fixtures at end of lease
- Making sure that my company's brand and intellectual property are protected
- Whether my company has proper insurance coverages for claims
- Assuring that an acquisition – a business, land, or a building – will improve the bottom line

Dispute Resolution

- My business has a dispute with a customer, supplier, landlord investor, or banker that requires resolution

Personnel

- Making sure my employees are on the same page with me to build the business
- Assuring that my employees properly present the business in emails and social media postings
- Compliance training for personnel
- Minimizing risks of a claim for overtime even from salaried personnel
- Satisfying the IRS that my company's contractors should not be considered employees
- Assuring that my personnel have the right to work in the US

Investors and Partners

- Having sufficient debt or equity financing
- Proper documentation for investments, including securities law compliance
- Understanding criteria that investors, lenders, or potential buyers require of my business
- Assuring that my investors' interests are aligned with mine in building the business
- Assuring that the business would survive a departure or change in a partner in event of
 - Death
 - Divorce
 - Disability
 - Disillusionment
- Assuring that my bank serves my interests

Compliance

- Federal and state regulations for my business
- Understanding requirements of customers' policies on gifts and entertainment
- Compliance with any of
 - Federal Corrupt Practices Act
 - Export restrictions
 - Anti-Boycott laws

After marking, please return it to me in confidence at the fax number or email address above, or you can mail it to me at the office address shown on www.TrustedLawAdvisor.com.