



For a Better Result.....

How Much Do You Like Your Lawyer?

There aren't many people out there who love spending money on their lawyers. Yet we remain surprised by this, because people often act like they do.

Just what do we mean by this?

So often we see people in business proceed to enter business transactions on the basis that little or no documentation, or enquiry, is necessary to make the deal happen. People will hand over large sums of money with virtually nothing in place to protect their investment. With all that money at stake, they don't see the economy and security of having their lawyer draft documents, provide some advice, so they are protected.

The wise business person will ensure that business is conducted with proper legal systems, checks, procedures and documents that will stand up in a court.

Properly instructed, your lawyer will scrutinise the nature of a business deal, and advise the best way to proceed to minimise your exposure. He will be able to assist in drafting documents, and advising on the proper way to go about the transaction.

For example, Party A has heard about product X and person Y. They are convinced enough to go into business with them. The need to "invest" \$50,000 for the transaction to go through.

Party A doesn't want a lawyer, so hands over the money, when in fact person Y has a charge registered against him, has defaulted, and so the \$50,000 is lost to a finance company.

If Party A had spent maybe \$1000 with his lawyer, he would have been advised to avoid the transaction altogether, or the best way to ensure protection occurred.

This is just one example of how a lawyer can help you.

For business advice, please contact *Robert Bakker* at **rb lawyers** for more information.

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