

## **How to hire a business attorney?**

Every business should have an on-going relationship with a lawyer. But how can you find a good attorney among the thousands listed in the yellow pages? You should look for the following qualities:

### **Experience**

Ask the attorney has she ever done this before. For example, if you want to incorporate your business, ask if she has incorporated a business before.

### **Well-connected**

Your business lawyer should be part of a diverse, but resourceful network. Your lawyer needs to know people who can help your other problems. For example, if you are a real estate investment company, your lawyer needs to know a good CPA and real estate broker. Hiring an attorney should connect you with a professional network that you could not otherwise connect with. No attorney knows every area of the law so inevitable you will have a legal problem that your attorney does not specialize in. Will she be able to refer you to a specialist, or will you have to hunt around for another attorney?

### **Work with similar industry client**

Your lawyer should be familiar with your industry. Ask if she works with any of your competitors. Watch out for accidental leaks. Attorney rules prevent us from working with opposing or conflicts.

### **Open and Generous**

You need an attorney that is willing to teach you the legal environment of your industry. That is one of the reasons why your attorney should be well-connected with your industry. Your attorney should be an additional avenue to valuable information.

### **Does the person communicate well?**

You need an attorney that is committed to your business. The best attorney for your business is the one that responds to your question with all your available options and what other business like yours are doing instead “No, that’s not going to work”. You need an attorney that will make it happen (of course avoiding illegal activities.)

### **Is the office conveniently located?**

Is your attorney willing to visit your business or office? You don’t want to waste an entire day traveling back and forth to your attorney’s office. Your time is valuable also.

## **Do you like her?**

You need an attorney who is accurate, thorough, intelligent, pays attention to detail and is willing to work hard for you. You will be building a relationship with this person. Is she a team player? Is she concerned about your business? You want to make sure your business is built on a firm legal foundation.

These guidelines should help you find a competent attorney who will match your business needs.

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Written by: Sharmil McKee, Esq.

Licensed in Pennsylvania

<p>Disclaimer: This checklist is provided for informational purposes only and intended as a guide prior to consultation with an attorney familiar with your specific legal situation. This checklist is not a substitute for an attorney's advice. If you require legal advice, please contact Attorney Sharmil McKee at 215-242-5260</p>
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