

Sophisticated business owners need counsel who understands them *and* their business. But most small to mid-sized business do not have a need for a full-time in-house attorney. At the same time, they need a lawyer they can trust. That is where we come in. Typically, when we work with a client, we gain an insider's understanding of their business. That is why many of our clients rely upon us as their "outside general counsel." From time to time, we may help negotiate or review their contracts for them; or they call us when they have a legal issue or business dispute. If it falls within our area of expertise, we handle it for them. If not, we tap into our vast network of lawyers and other experts to assemble the right team to service the client's needs. As long as we know our client is in capable hands, we are satisfied and so is our client.

Some might ask why a healthy business would want to work with a law firm focused on litigation and insolvency. The answer is that our expertise in litigation and insolvency makes us experts in *avoiding* litigation and insolvency. Who better to review your contracts than the litigators who will enforce them in court? Or to draw an analogy, would you ever use a doctor who only treats healthy people? No!