



Office Hours



Welcome to Office Hours

- A relaxed, informal, free mentoring program
- Held every Monday at Noon Pacific Time
- The recording will be available online, along with some previous week's recordings
- All recordings will be archived in our member's area



The Reasons

- Being a successful small business owner is a great experience!
- But it's tough - you need training
- I want you to get to know me
- I care – I want you to succeed!



Agenda

- In depth discussion of a business success principle
- Closing remarks, special offers, and invitation for next weeks session
- Open Q&A



Before We Get Started

- Join our Facebook Group: Brilliant Business
- If you have attended or listened to **four or more** Office Hours presentations, I want to speak with you personally.
 - Call me at 415.997.8001
 - Go to www.SchedulePaul.com and pick a time
- Off the next two weeks



Today's Topic:

Your Friends from the Bar - Working with Attorneys



The Key Performance Areas



The Key Performance Areas



The Key Performance Areas



Agenda

- The Importance of Agreements
- Inner Issues
- The Many Types of Attorneys
- Final Thoughts



Importance of Agreements

- #1 Business Success Principle in Operations: **Have Great Agreements**
- Especially between friends!
- Have every “significant” contract reviewed by an attorney
- Work out the business terms first, then have an attorney work out the “legalese”
- Make sure the agreements are signed and filed where you can find them!



Inner Issues about Attorneys

- Don't understand the language, and afraid of being taken advantage of
- Don't want to spend the money
 - Attorneys charge from \$300 to \$1,000 / hr
- “A stitch in time saves nine”
- Used proactively, they are like insurance policies

- **GET OVER IT!**



Types of Attorneys

- Bankruptcy
- Business / Corporate Law
- Civil Rights
- Criminal Defense
- DUI / DWI
- Employment Law
- Entertainment
- Estate
- Family and Divorce
- Immigration
- Intellectual Property
- Personal Injury
- Property / Real Estate
- Securities
- Toxic Tort



Types of Attorneys

- Bankruptcy
- **Business / Corporate Law**
- Civil Rights
- Criminal Defense
- DUI / DWI
- **Employment Law**
- Entertainment
- **Estate**
- Intellectual Property
- Family and Divorce
- Immigration
- **Intellectual Property**
- Personal Injury
- Property / Real Estate
- **Securities**
- Toxic Tort



Business / Corporate Law

- Corporate structure and governance
- Contract review
- Disputes and settlements
- Partnerships / JVs
- General business advice



Intellectual Property

- Patents
- Trademarks
- Copyrights
- Assigning rights



Securities

- Compliance
- Offering documents
- Capital strategies
- Capital engineering
- Corporate structure and governance



Employment Law

- Agreements
- Policies and practices
- Disputes
- Hiring and terminations
- Privacy
- Discrimination and harassment
- Benefits



Estate

- Protecting your assets
- Generational planning
- Succession planning



Semi-Final Thoughts

- Within the disciplines, attorneys are not all the same
- Vary in price, quality, and actual service
- Consider your options
- Check references



Final Thoughts

- You can use an attorney **proactively**
- You can use an attorney **reactively**
- Proactively is a lot cheaper



Homework / Exercise

- Decide what “significant” or “material” means to you
- Ask for recommendations
- Use the “three expert rule”
- Develop relationships, so you can better engage when needed



Open Q & A – in a minute

- Comments and questions on the topic of the day
- Any other issues
- Tell me what your biggest “take-aways” are and what insights you gained from this presentation
- Tell me what you are going to focus on
- Post in the Brilliant Business Group



My Programs

- Consulting / Coaching Services
- Library / Membership Program
- Beyond Business Survival

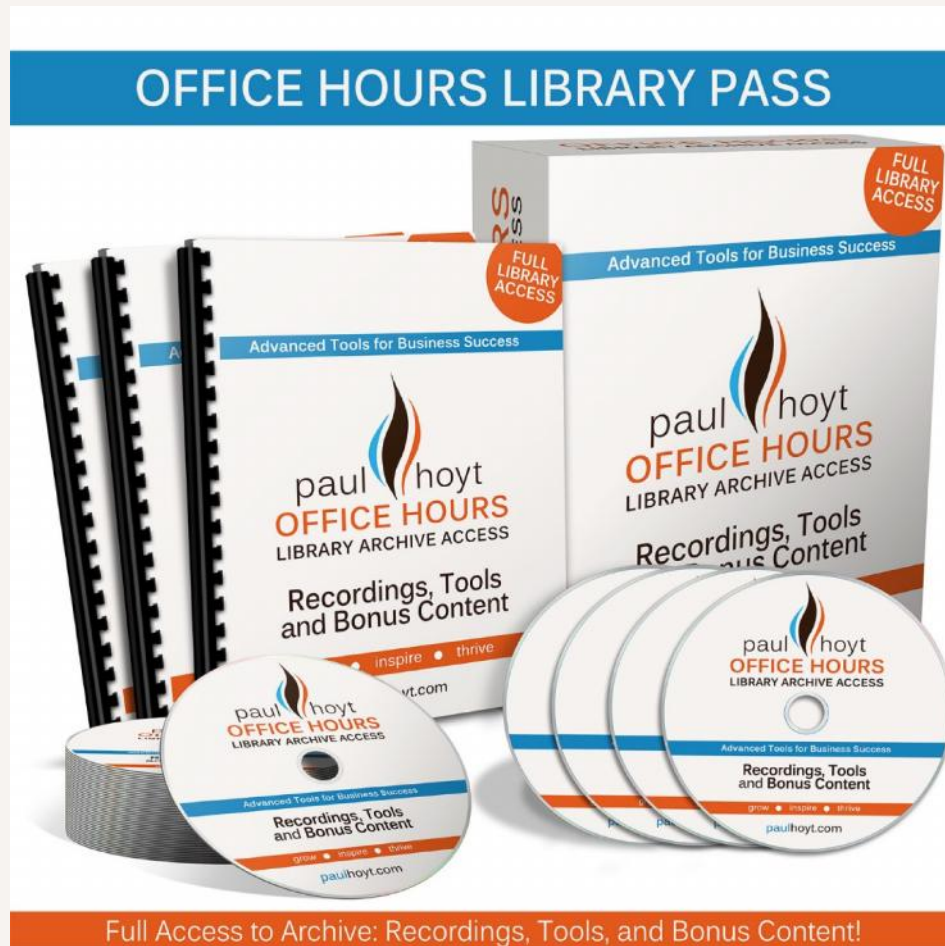


Services

- Immediately available for private mentoring, strategic plans, business plans, and financial models
- Programs start at \$200



Paul Hoyt Library Membership



Paul Hoyt Library

- All Office Hours recordings
- Dozens of business document templates, spreadsheets, processes, agreements, etc.
- Bonus inspirational messages
- I'm adding to it every week



Paul Hoyt Library

- Three pricing options:
- **Lifetime:** \$279 one time payment
- **Annual:** \$79 / year
- **Monthly:** \$9.38 / month



Beyond Business Survival

- Critical small business owner training
- “What you need to know when you’re the CEO”
- If you don’t get the training you need, you will make a lot of critical mistakes that will **slow you down** or **shut you down!**
- This program can save you \$10,000, \$20,000, \$50,000 or more!



Beyond Business Survival

- Self-paced, on-demand learning program
- Audio with complete transcripts
- Dozens of critical success principles
- **Only \$497**
- **Bonus:** includes a **lifetime membership** in the Paul Hoyt Library! (**\$279 value!**)



Join Me!

- Connect with me on Facebook:
 - Personal friend
 - Paul Hoyt Business Page
 - Brilliant Business Group
- Get your Energy of the Day!



I'll Return on April 7th

- Topic is: TBD
- Let me know what topics you would like for me to address: www.PaulsSurvey.com
- Do your homework!



Open Q & A

- Comments & questions on the topic of the day
- Any other issues
- Your take-aways and insights
- Survey: www.PaulsSurvey.com

Contact Me at paul@paulhoyt.com

call or text: 415.997.8001

www.SchedulePaul.com





Office Hours

