

## **Hire An Attorney Before You Sign That Legal Document**

Lawyers have made millions of dollars litigating real estate disputes which could have been avoided if their clients hired them before they got into trouble. Here are the reasons you should hire an attorney before you sign legal documents.

### **1. An ounce of prevention is worth a pound of cure.**

While the form contract you found online is free, you probably do not understand all of the terms in the agreement or their consequences. There is no such thing as “one size fits all” in commercial real estate transactions. Each transaction can affect your business in different ways. An experienced real estate attorney can identify pitfalls in contracts and draft language to avoid them. The cost of having an attorney advise you before you sign legal documents is nominal compared to the fees and costs you will incur prosecuting or defending a lawsuit arising from a defective agreement.



**Mark B. Wilson**

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### **2. You don't know what you don't know.**

You are an expert in commercial real estate matters but probably not an expert on the constantly changing laws that affect your business and the contracts you sign. You would not perform your own brain surgery, why would you inflict your lack of legal experience on yourself? Experienced transactional counsel will spot issues you never considered and plot a strategy to solve your goals. Even lawyers hire lawyers; otherwise, they have a fool for a client.

### **3. Don't bring a knife to a gunfight.**

Your adversary probably has a lawyer. That lawyer will carefully review relevant documents and negotiate terms in his or her client's favor. Without counsel in your corner, you may not realize the other party is taking advantage of you or that you are leaving opportunities on the table. One last thought – consider having a trial attorney review your contracts after your transactional attorney is finished with them. Trial attorneys often see issues transactional counsel never considered.

*If you have a commercial real estate dispute we will evaluate the dispute, provide you a strategy, and execute it. Call us at (949) 631-3300.*