**Success Within the Law**

* Top 5 Reasons Contractors End up in Court
  + Failure of communication
  + Failure of contract
  + Failure of performance
  + Failure to set expectations
  + Failure to understand the numbers
* Reasons You Need a Clear Contract
  + Protects both sides
  + Sets clear obligations/expectations
  + Limits scale and scope
  + Can be tailored to the situation – one size may not fit all
* Entity Types
  + What they do and don’t do
  + Tax consequences
  + S election – when and why?
* Succession Planning
  + Buy/sell
  + Marketability
  + Family-owned businesses
  + Emergency situations