Successful Business Practices

* 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