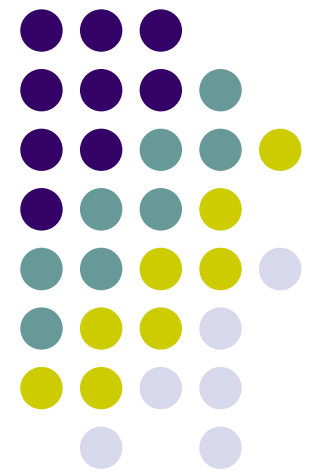


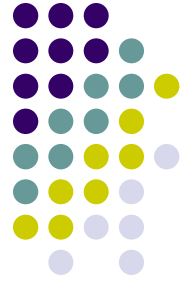
NC REAL Enterprises

EVALUATING BUSINESS CONTRACTS



Milele Archibald

Alamance Community College



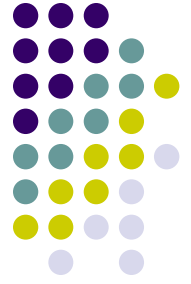
- Director, Small Business Center 8 years
- Administrator, Medical Practice 2 years
- Attorney, Private Practice 12 years

- R.E.A.L. Master Facilitator 5 years
- R.E.A.L. Instructor 3 years

- S.C.O.R.E. Counselor 3 years



EVALUATING BUSINESS CONTRACTS

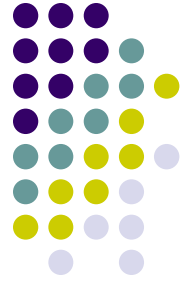


LEGAL REQUIREMENTS

- **PARTIES**
- **OFFER AND ACCEPTANCE**
- **CONSIDERATION**
- **DATE(S) CERTAIN**
- **SIGNATURES**
- **RELIANCE**



EVALUATING BUSINESS CONTRACTS

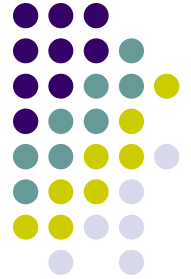


TYPES OF BUSINESS CONTRACTS

- **LEASE**
 - **BUILDING**
 - **EQUIPMENT**
- **SALE OF GOODS, SERVICES**
- **LICENSE**
- **CONFIDENTIALITY AGREEMENT**
- **TRANSPORTATION**



EVALUATING BUSINESS CONTRACTS



TEN ISSUES FOR ENTREPRENEURS

1. LEASE

- MAINTENANCE / REPAIRS
- TAXES, INSURANCE, RENEWAL

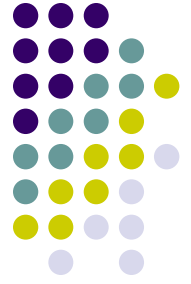
2. COVENANTS

3. JURY TRIAL

4. LAW GOVERNING



EVALUATING BUSINESS CONTRACTS

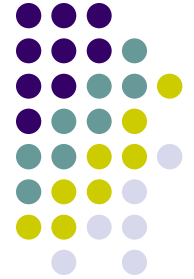


ISSUES

5. **HOLD HARMLESS**
6. **INDEMNIFICATION**
7. **BALLOONS**
8. **HIDDEN FEES (DELIVERY, LATE)**
9. **ARBITRATION, MEDIATION**
10. **INTEREST**



EVALUATING BUSINESS CONTRACTS

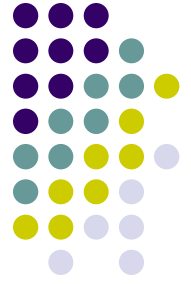


OTHER LEGAL ISSUES

- **ORAL CONTRACTS**
- **OPTIONS**
- **NOTARY**



EVALUATING BUSINESS CONTRACTS



COUNSELORS' CREED

- **DO NOT GIVE 'ADVICE'**
 - **COUNSEL**
 - **RECOGNIZE LIMITATIONS OF YOUR EXPERTISE**
 - **INFORM**
 - **MAKE SURE CLIENT UNDERSTANDS YOUR LIMITS**
 - **SHIFT RESPONSIBILITY**
 - **USE FORMS**
 - **USE REFERRAL NETWORK**



Contact Us



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