How to Hire an Attorney

Commercial Real Estate Investor Cheat Sheet

5 questions every client should ask their lawyer

# Ask them about their life outside the office

# How do you normally find clients? Where are you located? (Get a sense of their personality and demeanor)

# What types of real estate goals do your clients try to achieve?

# Share your own goals, how this asset fits into broader portfolio goals

# What approach does the attorney recommend?

# Time, energy, and cost estimate?

## Time can be divided between partner/associate/paralegal

## Energy is how much client input or participation do they expect? Weekly updates? Intake procedures? Rarely do clients ask what is expected of them.

## Cost estimate If they can’t, perhaps they haven’t gotten enough information or haven’t done this type of work enough.

# What matters have you completed before that are similar?

* 1. What were the positive outcomes? Negative?

# Do you have any suggestions based on the current structure/proposal?

Questions that a good attorney will ask:

1. How did you find me? (Shows they care about marketing sources)
2. What experience do you have with this investor type? (Understanding expectations)
3. What did the lawyers do that made them “good” lawyers?
4. What are your top priorities?
   1. Speed, Cost, Technical skill, Creativity, Responsiveness