



Charles R. Heuer, FAIA, Esq.,
is proud to announce that
The Heuer Law Group
is celebrating 30 years in practice.

Those of you of a certain advanced age may remember Father Guido Sarducci of Saturday Night Live fame.

Father Guido had his “University of 5 Years After.” It only taught those things students would remember 5 years after graduating. The courses were pretty short.

On the opposite side are gems gleaned from 30 years of practice. Coincidentally, there are 30! When I retire, I’m sure these will be helpful.

Thanks to all for your support through 30 years!

30 LEGAL-ISMS THRU 30 YEARS

If you've worked with me through the years, I'm pretty sure you've heard a few of my legal gems.

1. If it isn't in writing, it didn't happen.
2. There is only one "e" in "judgment."
3. It's "lessee" not "leasee."
4. "Slander" is spoken, "libel" is not.
5. You can't be a little pregnant.
6. It's a great country: anybody can sue anybody for anything (though chances of winning may be nil).
7. No one leaves court after losing saying "Boy, they sure showed me!"
8. Not every legal right comes with an effective legal remedy.
9. Even if you win, there is no cash register at the exit door from the courthouse.
10. Termination (of a contract) usually equals litigation.
11. An ounce of prevention is worth a pound of cure.
12. An oral contract is not worth the paper it is printed on.
13. Mediate.
14. Settle disputes in the way that is best for you, regardless of what the other side gets/doesn't get out of it.
15. Clients often have conveniently short memories. (A short note is better than a long memory.)
16. Clients who say "money is no object" are not truthful. (Corollary: "take all the time you need.")
17. If you aren't being paid as agreed, stop working. (Corollary: who buys the cow if the milk is free?)
18. No good deed goes unpunished.
19. Often litigation is just a means to elicit payment of a "nuisance value." (a/k/a: "legalized extortion.")
20. A licensed professional cannot escape personal liability for his or her own errors by incorporating the practice. Same for LLCs.
21. A license to practice a profession in a given state does NOT mean your firm is licensed to do business there. (And vice versa.)
22. Even though your drawing (CAD file, specification, etc.) is not an *exact* copy of "their" drawing, if it is *substantially similar*, you are probably infringing on "their" copyright.
23. Cash is often king: earning money and having money available to pay bills are two different things.
24. If you want to start a business so you will have more time to travel and take things easy, prepare to be disappointed or fail.
25. Get a retainer: both you and the client will realize that a business relationship exists.
26. Construction projects involve "time," "scope" and "cost." You can never fix more than two of them in advance.
27. If you are responsible for an outcome but can't control the circumstances, you are an insurance company. (Corollary: in contracts, "ensure" and "assure" mean "insure!")
28. The "fact" that "everyone else signs this" does not mean that you should. (Corollary: "if all the other kids jumped off a bridge, would you?")
29. Consider referring "difficult"/non-paying clients to your competitors. Let them drive your competitors out of business.
30. You can't give away what you don't own.