

# LEGAL-EASE



## What Are You Waiting For? The Time to Get New Contracts Is **Now!**

I've got a problem **only you** can help me with: I don't have enough business! Oh, don't get me wrong – I'm plenty busy. The thing is, even as busy as I am, not enough of you have come to me to have your contracts redone.

What is it going to take to get you off your you-know-what and protect yourself, your company and your assets against a potentially catastrophic loss? I happen to be writing this article while visiting some friends in New Orleans, and am now an eye-witness to what can happen when action isn't taken until it's too late.

Exaggerating, you say? That's what they told these folks about predictions of disaster if a Level IV hurricane ever hit! Let me tell you – it's just awful down here!!

With the new law now on the books for all residential contractors, I'm can only predict the worst if you have to go into court to defend yourself against a customer who has experienced a loss, and your contract did not comply with the proper legal requirements.

Look, there are two main functions for a contract: (1) to record what the deal is; but just as importantly, (2) to act as an "insurance policy" in case something goes wrong. As I tell all my clients, it's only when something goes wrong that everyone pulls that dusty set of papers out of the drawer to see what it says about who is going to be responsible. If you install or repair residential fire (that means installing even **one** smoke detector in a home) or low voltage (non-alarm) systems, and your customer suffers a loss, who do you think is going to be on the losing end if your contract does not meet legal requirements?

Yes, I've heard that action is being taken to try to get alarm operators exempt from the new regulations. But *when was the last time you saw a consumer protection law **loosened** in California?* So don't hold your breath!

In short, the time to get your contracts redone is **now**, before it's too late. Yes, it's going to cost a couple of bucks. But think of it as an investment. Think of it as buying the proper insurance. Think of it as protecting yourself against a catastrophe when something goes wrong. Whatever it takes to motivate you, give me a call and "Get 'Er Done!!"

Mr. Gottlieb is a legal specialist in the security and fire protection industry. He provides contracts and other legal forms, and advises on business transactions and legal compliance matters.

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