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Monte Mann Suggests Six Tips to Avoid Business Litigation in Interview with Smart Business Chicago Magazine

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Monte Mann is a business litigator who spends most of his time in the courtroom. So you may be surprised to learn he also spends a great deal of time in the boardroom—working with clients on ways to *avoid* litigation, Mann told *Smart Business Chicago* in an interview published in the magazine’s April issue.

Business owners should “think long and hard about the costs and distractions of business litigation, which can be severe,” he said. Mann offers six tips to avoid business litigation:

- (1) Make sure your shareholder agreements contain “buy-sell provisions, which provide the company with the right to buy out minority shareholders based on a stipulated price formula;”
- (2) “[H]ave an employee handbook that sets forth policies on issues central to the employer-employee relationship;”
- (3) “Your purchase and sales order forms should be reviewed and revised by counsel periodically to ensure that your terms and conditions give you critical advantages if a dispute arises with a customer;”
- (4) Pay close attention to protecting intellectual property and seek to register it as soon as possible with the U.S. Patent and Trademark Office or the U.S. Copyright Office;
- (5) Carefully consider whether you should fight for an important principle. “[B]usiness litigation is rarely about principle. After all, you are in business to make a profit;”
- (6) “Don’t wait until you are sued, or you want to sue, to involve a business litigator. The time to do so is when you see trouble out on the distant horizon.”

For more on these six tips or other business litigation issues, contact Monte Mann at (312) 419-6900 or mmann@novackmacey.com.