

# **WORKING WITH YOUR TWO RIGHT HANDS**

**A/K/A HOW TO GET THE MOST OUT OF YOUR RELATIONSHIP  
WITH YOUR MANAGEMENT COMPANY AND LAW FIRM**

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CANDIDATE**



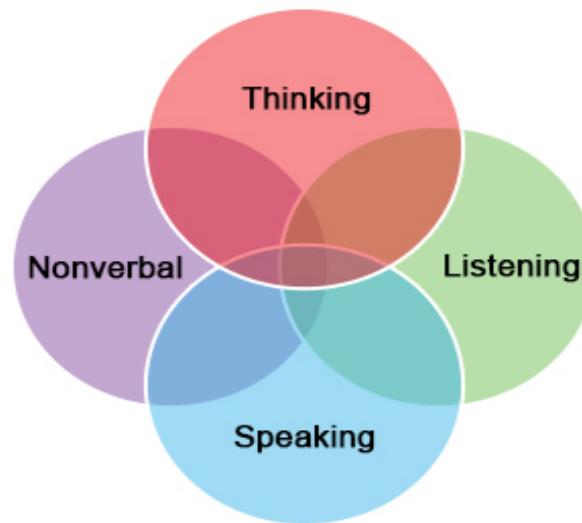
# INTRODUCTION

- **WHY IS THIS IMPORTANT?**
- **TODAY'S GOALS**



# KEEPING YOUR CURRENT RELATIONSHIPS PRODUCTIVE

## The Four Communication Skills



# MANAGEMENT COMPANY COMMUNICATION

- **THE GOOD**
- **THE BAD, &**
- **THE UGLY**



# COMMUNICATING WITH YOUR LAWYER

Client: How much will you charge for answering two questions?

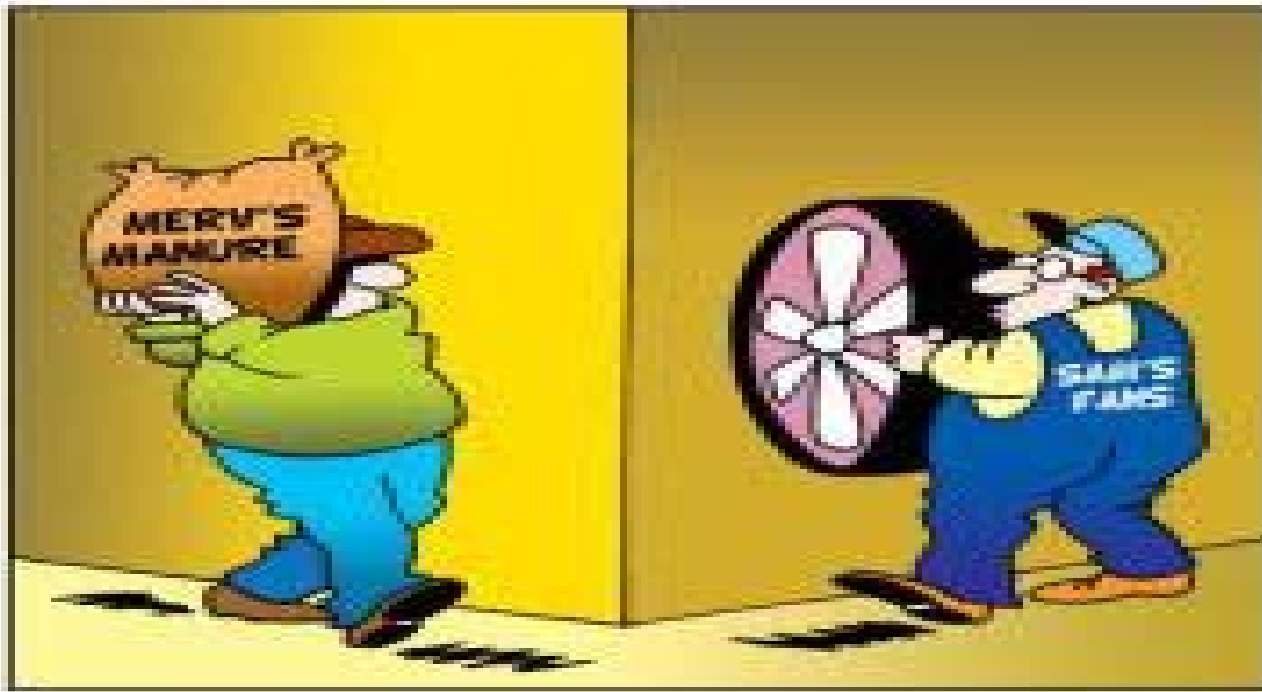
Lawyer: Two hundred dollars. What is the second question?

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"Do you promise to pay the bill,  
the whole bill and nothing but the bill?"

# WHAT HAPPENS WHEN...

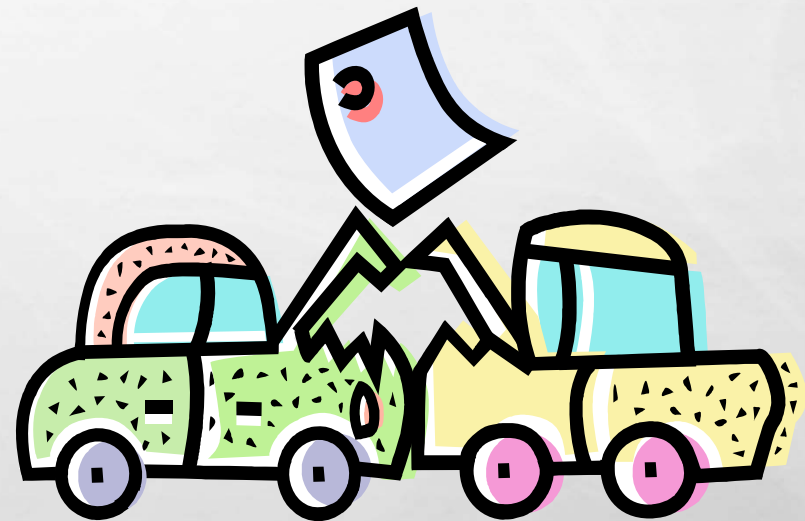


# COMMUNICATION ISSUES WITH MANAGEMENT

- **EXPECTATIONS**

&

- **DELIVERABLES**



# **COMMUNICATION ISSUES WITH LAWYER**

**WE DON'T LIKE THE OPINION**

**VS**

**YOUR OPINION IS WRONG**

**VS**

**YOUR OPINION DOESN'T GET US WHAT WE WANT TO ACCOMPLISH**



**WHEN THERE'S NO TURNING BACK...**



# ENDING THE CURRENT CONTRACT WITH THE MANAGEMENT COMPANY

- **COMPLY WITH TERMINATION PROVISIONS OF:**
  - **CONTRACT**
  - **GOVERNING DOCUMENTS**



# HOW TO FIND A NEW MANAGEMENT COMPANY

- **ATTORNEY REFERRAL**
- **CAI CHAPTER**
- **OTHER ASSOCIATIONS**

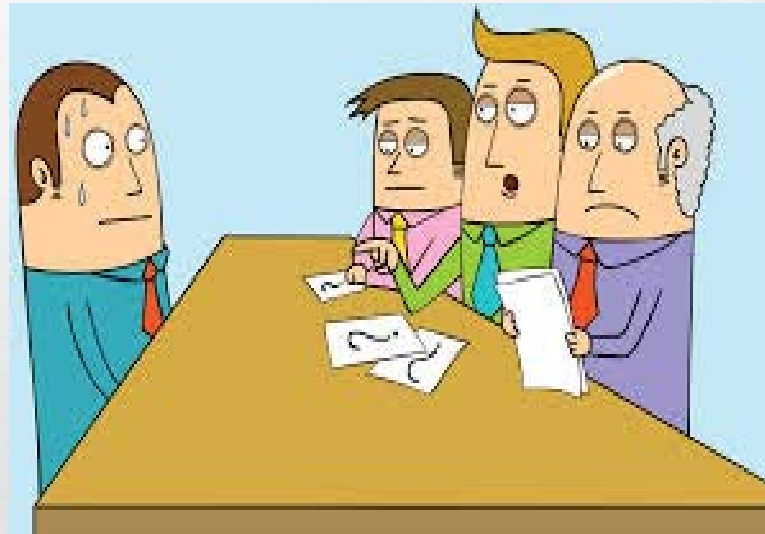


# ENDING THE CURRENT CONTRACT WITH THE LAW FIRM



# FINDING A NEW LAW FIRM

- **REFERRALS**
- **INTERVIEWS**
- **REFERENCES**



**WHAT DID YOU LEARN TODAY?**