

Practice areas - Business Executives and Entrepreneurs

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We smooth the bumps on your road to success.

The size of a business is no indicator of the size of its opportunities or pitfalls. I enjoy the challenge of working with small and mid-size businesses, thinking outside the box to find legal remedies that work. Contracts may seem simple, but poorly drafted ones create trouble. Interpersonal relationships often lead to misunderstandings or disagreements that block progress.

Entrepreneurs often need practical advice from seasoned practitioners.

Sometimes entrepreneurs think so far ahead of where they are today that they step into unanticipated problems. Timely advice is often the most important role an attorney can play in a client's world. It can mean the difference between plans that work and plans that fail. By advising entrepreneurs as they begin their business journey, I am often able to smooth the transition from good idea to thriving business.

Some examples

For a closely held corporation with significant real estate holdings

Problem: A corporation and its sole shareholder wanted to void a contract for sale of real property owned in New York City that the shareholder's mother, acting under a power of attorney, had agreed to sell at a "below market" price.

Strategy: We extensively researched the legal issues and developed a legal theory that the power of attorney was defective, under a statute pertaining to the sale of real property, because it did not specifically authorize the mother to sell the particular property even though she was authorized to act for the corporation in numerous other matters and transactions.

For an international banking corporation

Problem: A Mexican bank affiliate of a major United States financial institution sought to collect on an e-guarantee of a promissory note issued by a Mexican corporation. Although the guarantor was located in New York the Mexican bank brought an action in Mexico against the guarantor and Mexican entities that were also obligated to repay the debt.

Strategy: We discontinued Mexican actions initiated against the New York corporation and began a new action in New York where the Court held that the client was entitled to recover the monies.

Results: Recovered \$3.7 million for my client.

For a motion picture theater operator

Problem: A large motion picture theater operator had \$2 million in mechanic's liens filed against its leasehold interest in Times Square property owned by a public development agency.

Strategy: We researched New York's Lien Law and found that though the theater operator was a privately owned entity and was operating the theater solely for its financial benefit, no lien could be filed against its interest in the multimillion dollar complex because the land was owned by a public development agency.

Results: In a decision, reported on the front page of *The New York Law Journal*, all the liens were dismissed.