



# The Four Mistakes: Avoiding the Legal Landmines that Lead to Business Disaster

*Michael G. Trachtman Esq.*

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*“[T]his book will...provide substantial advantages for business owners, executives and managers seeking a competitive edge. Much of the information and strategies...can be utilized not only as a shield, but also as a sword.” – Michael G. Trachtman, Esq.*

*According to a 2007 “Litigation Trends Survey”:*

- Of the smallest companies surveyed, 17% had at least one lawsuit where \$20 million or more was claimed
- Among mid-sized companies, 98% had from one to twenty \$20 million lawsuits

Lawsuits destroy companies and careers—but with a little forethought, they CAN be prevented. Attorney Michael Trachtman provides a lively and clear guide to the four most common legal mistakes made by business owners, executives, and employees—errors that can lead to loss of money, creative capital...or worse. Each chapter examines one of the mistakes through the dramatic story of a fictional lawsuit, along with tangible advice on avoiding the problem. Trachtman even reveals how to take advantage of a competitor’s mistakes and turn their unmanaged risks into opportunities.

THE FOUR MISTAKES:

Mistake One: Losing the Documentation War

Mistake Two: Losing the Employee versus Employer War

Mistake Three: Giving Away the Secrets of Your Success

Mistake Four: Climbing Mountains that Should Have Been Molehills, Fighting Battles That Don’t Have to be Fought

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