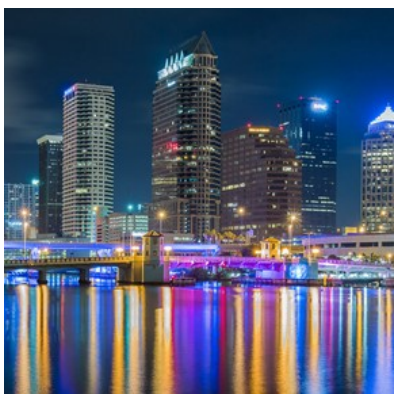




BUILDING BAROMETER

A weekly publication to stay informed on industry news and member opportunities.



UPCOMING TBBA EVENTS

- Fri 9/16 - September Slam Fishing Tournament
- Tues 9/20 - 12 PM Tampa Gov. Affairs Meeting
- Wed 9/21 - 12 PM Lunch & Learn: Connected Homes
- Fri 9/23 - 12 PM Hillsborough GA Committee Lunch
- Wed 9/28 - 12 PM TBBA Board of Directors Meeting
- Mon 10/03 - Codes Meetings @ TBBA Office
- Thu 10/06 - SMC Board Meeting
- Thu 10/06 - Meet the Builder

[Click Here for Full List of Events and To Register](#)



Stew Gibbons, TBBA President

President's Note

Join me in congratulating all the newly elected TBBA and SMC Leadership at the October 20th Installation at Palma Ceia Country Club.

[A Message from Stew Gibbons.](#)

Staff Contact: [Lauren](#)



Registration Open

This is a reverse trade show!

Builders exhibit and Associates attend

Learn about the unique & valuable products and services that Tampa has to offer. [Register Here](#)

Staff Contact: [Lauren](#)



Legal Matters

Creative advice, practical ideas, and front-end value are just a few of the benefits of engaging your lawyer early on in a project's life.

[Read Article](#)

Staff Contact: [Amy](#)

HELPFUL LINKS

- [Membership Packet](#)
- [Member Discounts](#)
- [Share Your Story](#)

BUILDER REBATES
\$700 per home
Rebates will be available
in Polk County
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Your Lawyer is a Trusted Teammate in Building your Game Plan

You heard it here, folks, perhaps for the very first time: Lawyers are people, too.

Often the targets of a host of very funny and clever jokes, and routinely occupying a space near or below used car salesmen on a chart of our society's most beloved professionals, lawyers have been on the defense for years. Like contractors, a few bad apples can taint the entire lot.

But as living, breathing human beings, we are sympathetic to the sour circumstances of life, and the plight of the citizens caught up in those circumstances, that undoubtedly can lead to the involvement of lawyers. Too often, we are seen either as an instrument of or active participants in a system that only breaks down or destroys things – businesses, marriages, liberty –sometimes at frightening costs.

When given the chance, though, lawyers can be vital partners on the road to short- and long-term success in building up businesses and the professionals that run them. In fact, as lawyers who took an oath to protect the public and the interests of justice alike, we would much rather occupy a role as part of the solution than be perceived as part of the problem.

Against that backdrop, here are some practical things that your lawyer wants to tell you but perhaps never has shared.

1. An hour's worth of time and legal fee on the front end of an idea or project can save hundreds of hours' worth of time and treasure in hindsight. When given the chance, lawyers can identify potential pitfalls, make minor – or major – changes to a contract that add further protections, suggest a business term or negotiation tactic, and offer other similar value to any client, whether contractor, subcontractor, materialman, developer, or other industry professional. And we can often turn something around for you in mere hours or days, allowing you to keep your project on the track to fruition.
2. The lawyer-client relationship works only with mutual trust, and that trust is, like the oil in an engine, a necessity. Lawyers poke, prod, and question clients not for some sinister motive but because we have not lived, breathed, and tasted the problem like you have. We must ascertain the facts – from the seemingly innocuous to the grandiose – in order to appreciate the varying interests, diagnose a problem, and propose potential solutions. The information that your lawyer will share and the guidance he or she will provide is only as good as the trust placed in the lawyer by the free exchange of information and ideas.
3. Although it is possible to craft a solid, capable, and substantially ironclad contract in only a couple of pages of printed text, many contracts of that length simply do not go far enough to protect your interests in this litigious society of ours. Simple, yet powerful additions to a short contract include such things as an indemnity and hold harmless provision that can

help curtail liability if things go sideways. And it can be done without incurring tremendous legal fees and without turning your couple page contract into a hundred page monstrosity.

4. Litigators are an exceptional resource with legal and practical advice for construction industry businesses of all shapes, sizes, and sectors, and for the professionals that run them. This is in large part because we draw upon years of experience handling complex disputes involving competing interests, whether through trial or settlement. We can harness that vast array of litigation knowledge and ammunition for clients by crafting common sense solutions to problems, even on issues below the surface that may not be readily apparent in the early stages of a project.

As you balance the competing challenges of unpredictable costs, staffing uncertainties, and narrowing margins in our fast changing business climate, protecting and preserving what you have worked long and hard to build and sustain is as important as ever. By trusting and, yes, paying your lawyer to provide advice and counsel early on in a project's life, even if simply on targeted issues, you can open the door to valuable insight on a host of legal and practical ideas. And you can help immunize yourself and your business from years of conflict down the road so that your principal focus can be on growing your business and building a happy life for your family.

Byline: D. Michael Arendall is a real estate and commercial litigator at Zinzow Law in Palm Harbor. Zinzow Law represents clients in construction, real estate, corporate, and appellate matters. For more information, visit <http://www.zinzowlaw.com> or email Michael at marendall@zinzowlaw.com.