

1. You shouldn't ever have to buy copies of required postings or notices
2. Never pay money if you haven't previously heard of the person/company – There are places to find out info (AG, SOS, USPTO)
3. It's not too hard to create a business and separate your personal liability
4. If you stay on top of renewals, you will only pay one time for setting up your business at the state (for some industries, may need a state or City license)
5. Signing a personal guaranty can negate the separation of liability (and the guarantee might be hidden in the agreement)
6. Big questions for contract – What do I expect you to do, what do you expect me to do – what happens if we don't?
7. Many times, with contract breaches and slow/no pays, a bit of communication might help
8. Invoice regularly or make their getting something they need contingent on payment
9. Conciliation court threshold (\$15,000) and can be DIY
10. There IS assistance for “what you do next” after a judgment, but it may not be easy to collect – persistence can often pay off

