

5

Reasons Why Clients *Dislike* Their Existing Attorneys



Attorneys can be unresponsive.

Mike Mercurio: "I respond to your phone calls and emails on a daily basis. I keep my clients fully informed as to the status of matters."



Attorneys don't always fully explain costs and billing.

Mike Mercurio: "I budget every matter so that it fits the needs of clients and there is a meeting of the minds. I scale my work – there is not a one size fits all approach."



Attorneys may not fully listen and understand the needs of the client.

Mike Mercurio: "I seek partnership with my clients. I want to understand your objectives. My job is to educate you about the risks - and for the risks you really care about - mitigate/minimize those risks."



Attorneys bait and switch.

Mike Mercurio: "If you hire me, you get me. I am involved in all of my client matters. I may not always bill my time - but I am always current and available to you. You need not navigate the firm to find the right skill set - that's my job!"



Attorneys are deal-killers.

Mike Mercurio: "I make your deals happen - if you want them to happen. I represent your interests - not the interests of the transaction. I remove obstacles, not add them!"



MIKE MERCURIO

mmercurio@offitkurman.com
301.575.0332

Business attorney and M&A lawyer Michael N. Mercurio serves as outside general counsel on matters related to corporate law, M&A, and other lifecycle business transactions. As a strategic partner to firm clients, Mr. Mercurio regularly counsels entrepreneurial individuals and assorted entities on all aspects of business and commerce, with a core specialty in mergers and acquisitions—both from the sell side perspective and buy side perspective. Mr. Mercurio also routinely works with family businesses to help navigate through the unique challenges faced by such businesses.

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