



Some Things to Think About When You are Thinking About a Full-Service Law Firm

A “full service” law firm is one which does not practice in only one area or a few areas of law, but offers an array of legal services, say, from personal injury to trust and estates, with patent law and business law in between.

What’s wrong with that?

Nothing by or in itself, intrinsically. But one should be mindful of the reasons why one is hiring a lawyer. Few clients want to settle for just any lawyer any more than they want to settle for just any family physician, or anything else. All things being equal, to the extent it is possible, the clients will seek the legal representation they think is best for them in terms of, among other things, reputation, experience, cost and compatibility.

For at least a couple of reasons a full-service practice is not necessarily in sync with the quest for optimal representation:

One, the fact that the attorney is “down the hall” is not a good reason to hire him or her. It may be convenient, but talent and experience vary widely. The attorney may or may not be as capable, knowledgeable, experienced and compatible as one who is not in the same office.

Two, the super star lawyers who generate huge income for the firm often get tired of disproportionate sharing and leave the firm. Where do they go? Often it is to start their own firm, or to partner with just a few attorneys, who also generate substantial revenue. In this case the firm will be a “boutique” firm; that is, deliberately small and highly focused.

Here, at the Law Offices of Donald W. Hudspeth PC we are the opposite of full service. We are a boutique firm. As our federally trademarked slogan says: “The business of the firm is business.” We practice business law, primarily for business owners. We don’t do anything else. So, we are not going to be working on a personal injury case one day and a complex business transaction or litigation case the next.

Our clients vary in size. Some are small, like a downtown food cart, to large. Others are large, like semi-conductor companies, or the purveyors of new technology for water treatment plants.

Our clients are national and international. Approximately one-third of our clients are from out of state. They are coming to Arizona to start a business, to enter into a transaction with an Arizona company, or need representation in a business dispute or litigation matter. Especially in this “one world” economy our firm’s clients are from all over the United States and the world.

The firm handles both transactions, such as the purchase of a business, and litigation, such as a partnership dispute. On the transactions side we provide an array of services within the context of business law, including but not limited to, general representation, consultation and advice about

starting a business, business matters, business models and organization, corporations, limited liability companies (LLC's) and limited partnerships. And, we do business contracts from shareholders agreements and operating agreements to withdrawal or dissolution agreements with an assortment of common agreements, e.g. sales and service contracts, and employment agreements, in between.

We also have the firm litigation department which, again, handles nothing but commercial litigation, including but not limited to contract, partnership, software licensing, employment and non-competition disputes.

In short, whether you are looking to start a new business, negotiate the terms of a new contract, or litigate such matters, we are experienced and can service your needs. Again, the “business of our firm is business.” We don’t do anything else.