

UPDATE Winter 2013



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We hope 2013 is off to a great start for you and your business! We are pleased to present our Winter edition of UPDATE.

Our goal is to create an easy way for clients and friends of the firm to receive information and analysis on the latest legal issues that may affect your business. Past UPDATE articles are available at houserhenry.com. We welcome any suggestions you may have for topics that would be of value to you and your business. Please [contact us](#) with any ideas, comments or questions about any of the articles you see in UPDATE.

Sincerely,

Houser, Henry & Syron LLP

Renting the Space that's Right for Your Business: What Tenants Should Consider in a Commercial Lease

You're ready to launch your business or expand with a second location. Product is ready, recruitment is in progress, and you've identified the perfect place to set up shop. Establishing the physical location for a business can be an exciting time for a business owner.

Before getting the keys to your new office or retail space, it's important to ensure the commercial lease has been carefully reviewed and negotiated. A grey area can mean extra costs or misunderstandings regarding the space the tenant is entitled to use. Making sure these grey areas are eliminated is essential to the business' success. Understanding that negotiating the lease can be a daunting part of the process, we can help take the stress out of the equation!

In this article, Katherine Grossi provides an overview of what to consider when negotiating your lease, including questions to ask about boundaries, the "real" costs, duration and termination.

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Business Lawyer Spotlight



Founding partner [Robert Henry](#) discusses mid-sized business issues and how practicing law has changed

1. What do you believe are some of the main

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- Looking to set up shop in Ontario? What you need to

issues facing mid-sized businesses today?

One of the challenges many mid-sized businesses face is two-fold – creating a succession plan, and then implementing it successfully. I've worked with many clients on both aspects, and the success that comes from carefully working on both these challenges is very valuable.

Another issue I've observed is determining how best to adjust one's business to current economic uncertainties.

2. What is your greatest client success?

I would say my greatest client success is always that I was able to do what the client needed. That I was able to effectively handle the matter, such as the sale of my client's business, in a way that keeps to the client's business goals and made the process amicable amongst the parties involved. There's nothing more rewarding than helping your client move forward.

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know about [registering your business](#) in the province

- What's your game plan when it comes to [business succession](#)? We offer tips and best practices on family business succession planning

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About HHS

For over 75 years, Houser Henry & Syron has helped entrepreneurs and private companies of all sizes grow and prosper. We provide a range of business law services - from assisting with day-to-day legal requirements to providing strategic counsel on highly complex transactions.

We are uniquely positioned to provide high-quality legal advice, tailored to the specific needs of our clients, at a reasonable price. Read what our clients have to say about [working with HHS](#).