

CORPORATE SUMMARY
(Notes)

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1.00 GENERAL COMMENTS

1.01 One-Time Provision of Services

All too often, the mandate to incorporate a corporation is, for the legal advisor, a one-time mandate for his client. This is generally due to his low participation in the start-up process of the corporation. However, one can readily see that the client's corporate legal needs do not stop there.

Moreover, considering the number of corporations incorporated by a legal advisor during his career, there is much potential for several mandates in as much as the legal advisor maintains a certain relationship with his clients.

1.02 Loss of Contact

All too often, the legal advisor loses contact with his client following delivery of the corporation's documents. There is practically no more relationship between them. It is however very easy to maintain such relationship if one likely wants to maintain it.

1.03 Follow-up of the File

If we take into account the multiplying effect due to the number of corporations incorporated by a legal advisor, the follow-up of the corporate file eventually represents a very significant reservoir of mandates. Unfortunately, the legal advisor tied to his office, constantly overloaded with day-to-day work, does not have much opportunity to notice all the possible mandates arising from such files. However, the follow-up of the corporate files may as well and easily be made by an associate of the legal advisor.

1.04 General Status of the Corporate Books

We need only to look to the books of the corporations to see how much they are rarely updated and realize the wide possible market appertaining thereto. Sometimes, we may even consult books in which no additional recording has been added other than the recordings made at the time of incorporation of the corporation. The rationale for this is that, as already mentioned in the section discussing the books of the corporation, businesspeople do not like to incur expenses to update their books and such task is unpleasant for a person who is not organized adequately to execute it.

1.05 Need for Follow-up

It should however be recognized that the books of the corporation and its business need to be followed-up. The legal advisor who waits until his/her client communicate with him/her to ask for such follow-up misses an incredible opportunity to take advantage of the work opportunities that may come from a commercial client. The establishment of a client
