

Michael G. Trachtman

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**WHAT EVERY  
EXECUTIVE  
BETTER KNOW  
ABOUT THE  
LAW**

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Learn how to use the law to your  
advantage in any business situation—  
before it's too late.

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A JOHN BOSWELL ASSOCIATES BOOK

WHAT EVERY  
EXECUTIVE  
BETTER  
KNOW ABOUT  
THE LAW

MICHAEL G. TRACHTMAN

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## ACKNOWLEDGMENTS

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I was able to practice law and write this book at the same time thanks to my partner, Paul Logan. He covered for me more than once, and for that I am most grateful.

Numerous clients have contributed both their insights and their experiences to this book, and I thank them for what they've taught me. I owe a special acknowledgment to Bill Algeo of Kappe Associates in Rockville, Maryland, whose encouragement and advice—before and after I started the book—have been of particular importance to me.

I am especially thankful to my editor at Simon and Schuster, Fred Hills. Lawyers always have trouble explaining the law to nonlawyers, and Fred's editorial skills were invaluable to me, most notably in the book's organization, and in the presentation of some of the law's more difficult concepts. In addition to giving me the opportunity to write the book, Fred's guidance made the book much more readable and comprehensible than it would otherwise have been.

Finally, from the time that this book was only a vague concept, John Boswell has been the perfect sounding board and constructive critic. John kept the book focused and on track, and his clear thinking sharpened my analysis of the business problems and solutions I've tried to confront. He was always precisely what I needed, whenever I needed him.

TO MY WIFE,  
JENNIE,  
WHO NEVER  
COMPLAINED,  
EVEN WHEN  
I TOOK THE  
MANUSCRIPT  
ON OUR HONEYMOON

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