

Administration

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Kudler Fine Foods uses Anne Shousha as its legal counsel. Anne is Kathy Kudler's sister-in-law and is a successful tax attorney working with a major accounting firm in San Diego, CA.

Kathy is the only person in the company that talks with Anne. Other than a standing order that any "slip and fall" accidents are to be immediately reported to Kathy, each store manager is free to determine what legal issues need to be referred to Kathy. Once an issue is reported to Kathy, she will decide whether to ask Anne for advice.

Generally, Kathy asks Anne for legal advice during informal telephone calls or at family gatherings. Occasionally, Anne will meet formally with Kathy and the attorneys for the store's insurance carrier. So far, Anne has not been charging Kathy for the telephone calls and has only charged her \$100 per hour for the formal meetings she has attended. Through this arrangement, Kathy has managed to keep the company's legal expenses to a minimum.

To date, Kudler's has had only a few customer accidents that have ended in litigation. In each case, Anne suggested that Kathy agree to a settlement, telling her that, "going to court is like throwing dice."

Kudler's uses very few custom forms, preferring instead to use forms (contracts, order forms, etc.) that are supplied by the parties the company is dealing with. For example, the leases on the stores were contracts supplied by the lessors. The few customized forms the company uses were obtained from "off-the-shelf" computer programs and slightly modified by Kathy or her assistant.

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