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**Business Law Items for the Real Estate Investment Business**

**Available by Email from Nancy, or on Our Website**

The following items have been written and prepared for your information and education by Nancy Fallon‑Houle, except where other authors are noted.

1. Speech Outline: Business Law Issues for Real Estate Investing Business
2. Name Search & Selection Checklist
3. Sole Proprietorship Advantages and Disadvantages
4. Two Businesses, Two Business Entities
5. Illinois Department of Professional Regulation - Professions List (Part)
6. Piercing the Corporate Veil - How to Avoid
7. Owners, Board of Directors, Managers, Officers in a Corp or LLC
8. Incorporation (or LLC Formation) Checklist
9. Filing Fees & Expenses for Illinois Incorporation
10. Filing Fees & Expenses for Illinois LLC Formation
11. Legal Fees for Entity Formation & List of Items Included
12. Items & Facts Needed for Business Formation [available for our clients]
13. Income Tax & Employer Tax: What Tax Will I Pay as an Owner of an S Corp, LLC or C Corp? (By Nancy Fallon-Houle and Mark Mirsky)
14. LLC vs. S Corp: Corporate Law & Brief Tax Law Issues
15. Corporate Maintenance Checklist, for post-business formation
16. Shareholder Agreement Discussion Checklist
17. Employee vs. Independent Contractor Classification – (CCH & Cases)
18. Illinois TaxNet & Illinois New Hire Reporting – 3/3/10
19. ***IRS Audit Focus on Worker Classification*** – Employee vs. Contractor (Sassetti Tax letter 9/2008)
20. S Corporation Shareholder Compensation Issues with IRS
21. Internet Advertising Requirements - Summary
22. COPPA - FAQs - Children’s Online Privacy Protection Act - 15 U.S.C. §6501 to 6508, 1998 - Rev 11/7/08 – FTC.gov/privacy/coppafaqs.shtm
23. Contract Tips and Tricks
24. Partner Buy-Out or Stock Redemption Checklist
25. Selling Your Business – Initial Due Diligence Questions of Seller
26. Selling a Business – Preliminary Discussion Issues that can Kill a Deal
27. Dissolution of Entity - Checklist
28. Lending for Small Business – Chase Bank’s Justin Julian’s email with Criteria for Business Loans – 11/2/10
29. Raising Equity Capital from Investors – Speech Notes by NFH
30. Federal Employer Tax Payment Online Account Setup
31. Illinois TaxNet Registration Instruction Sheet
32. Sales Tax (IL) Due on Shipping Charges from Internet Store: Walmart Case 11/20/09
33. ***How Your Email Address May be Driving Prospective Clients Away* –** Omar Trevino, Website Business Coach
34. ***How to Drive Customers Away from Your Online Shop* –** Carol Tice, Entrepreneur.com blog – 3/28/11
35. List of Business Insurance Provider Referrals from Nancy Fallon-Houle
36. List of Banker Referrals from NFH
37. List of IT Consulting Firms from NFH

Investor Private Offering Preparation Items

1. ***Securities Law Issues for Entities –*** Intending to Do Deals that Involve Accepting Money From Investors, Securities Trading Funds and Real Estate Funds.
2. ***Private Offering Chart***, of Securities Exemption Conditions, Costs Timing, and Q & A for Private Placements, including under Regulation D Rule 506.
3. ***Securities Regulation of Private Funds*** (3 Pages).
4. ***Reg D 506 Blue Sky Filing Chart*** of State Securities Filings required for a Regulation D Rule 506 Private Placement (6 Pages).
5. ***Due Diligence Questionnaire*** for Officers & Directors of Company contemplating Private Placement (short form), addressing background items about which entrepreneurs must answer questions (9 Pages).
6. ***Why An Offering Memo is Required to Raise Money*** Analysis and description of characteristics of a private offering, 4(2) or Regulation D, including the prohibition on general solicitation (7 Pages).
7. ***Private Placement or Public Offering?*** General Solicitation” Turns a Private Offering into an Unregistered Public Offering!(4 Pages).
8. ***Investor Questions –*** Basic Questions Investors Will Ask of Issuer(1 Page).
9. ***20 Questions That VCs Probably Will Ask -***  By Laurence Hayward, July 2002 Edition of Law Journal Newsletters, Advising Start-Up & Emerging Companies, Volume 2, Number 11. (5 Pages).
10. ***Is Your Business Investor Ready?*** By Barry Moltz, *I-Street Mag.,*Jan. 2003.
11. ***Accountants, Tax Preparers, Bookkeepers and Auditors Referrals.***
12. ***Business Valuation Experts Referred by Nancy Fallon-Houle*** (3 Pages).