



## William F. Woods, Jr. LLC Attorney at Law

### General Counsel Services for the Print Entrepreneur

As businesses grow and change, so do their legal issues and risks. I spent more than 25 years as a print business owner (and attorney) – so I have personal knowledge of and experience with the types of issues facing the graphic arts entrepreneur.

In providing general legal counsel to the graphic arts industry, I provide a cost-effective, approachable way to manage real and potential issues including:

- ▶ Employment
- ▶ Risk management
- ▶ Contracts, confidentiality agreements, non-competes
- ▶ Dispute resolution
- ▶ Mergers/acquisitions
- ▶ Other business matters

Fees are set by the project or by the hour – with a key economic and logistical advantage: I understand your business. You don't spend valuable time and money teaching me about an impression cylinder or why a mechanic's wrench could cause so much damage. I know what a perfect binder operator does, what ABCD shifts are and what a fulfillment contract looks like. I spent my life in your industry, I speak the language and I understand the issues and challenges you face.

### Business Mediation

It is not unusual to find business partners, buyers and sellers or employees and employers embroiled in disputes. Miscommunications, hurt feelings, wrongful acts and unintended consequences often lead to litigation. Besides the cost in terms of time and money, litigation may result in imposed solutions that leave everyone unhappy. Litigation yields an outcome that you surely can't control.

Mediation may be the best route for addressing difficult business issues before or even during litigation. The mediation process may bring issues to the forefront that must be addressed if the relationship between the parties is to be maintained. The "assisted negotiation" aspect of mediation can help move parties from being combative to being cooperative. When parties reach their own agreement, they are less likely to end up back in conflict (or in court).

I have mediated hundreds of business-related matters including:

- ▶ Contract disputes
- ▶ Supplier/Customer disputes
- ▶ Employment disputes
- ▶ Issues involving mergers or acquisitions
- ▶ Partnership conflict
- ▶ Divorce (where the parties own and operate a business together)

### Profile

I am a native of Atlanta, Georgia, residing in west Cobb County since childhood. My wife and I have two grown children. My introduction to the business world occurred early, working with my father in his entrepreneurial venture into the printing industry. Immediately upon graduation from law school, I took over managing the small business. Over more than 20 years, I was fortunate to build the company into a nationally recognized market leader with the help of a fine team of professionals. After the sale of the business, I used my legal and business background to develop ground-breaking leadership programs and best practices for business owners and members of a large, national industry association. Today, I provide legal counsel and strategic advice to entrepreneurs and dispute resolution services for business matters.

- ▶ **BA** – University of Georgia
- ▶ **JD** – Atlanta Law School
- ▶ **Admitted to Practice:** State, Federal and United States Supreme Courts
- ▶ **Registered Neutral** – Supreme Court of Georgia: Mediation, Arbitration
- ▶ **Member** – State Bar of Georgia, Cobb County Bar Association, American Bar Association
  - Printing Industries of America (PIA)
  - Printing and Imaging Association of Georgia (PIAG), Past Chairman



### Contact information

For more information about general counsel services or mediation, contact:

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