



## Deal Struck: The World's Best Drafting Tips

*By Ross Guberman, Gary Karl*

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### **Deal Struck: The World's Best Drafting Tips** By Ross Guberman, Gary Karl

A colorful, user-friendly, and authoritative guide to the best contract-drafting tips for commercial agreements. The tips cover everything from language of rights and obligations to key boilerplate provisions and such stumbling blocks as indemnity and formulas. A novel red-yellow-green "use this term, not that term" system allows for easy reference for busy lawyers. The authors scoured thousands of pages of drafting books and treatises along with hundreds of articles. They also consulted with dozens of corporate practitioners. The guidelines that made it into this hand-held guide all had to satisfy two tests: Would the guideline help make a contract enforceable? And is the guideline realistic given the priorities of real-world commercial practice?

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## **Deal Struck: The World's Best Drafting Tips** By Ross Guberman, Gary Karl Bibliography

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### Editorial Review

#### Review

Deal Struck is a book that can save lawyers a lot of agony, and misfortune. And, unlike most legal guidebooks, this one is easy to read and simple to use . . . . Just as with his prior books, Ross spent a lot of time thinking about how to present this important information in a clean, visually-appealing manner. But the real value of this book comes from its simple, practical, and powerful lessons . . . . The book is well designed for daily use: 80 pages, and ring-bound (which allows you to easily plop it down next to your computer to refer to as you are drafting your agreements). Lawyers will appreciate the margin comments that flag potential risks (marked with red bullet points), or offer best practices (marked with green bullet points) . . . . Armed with this book you can easily create any kind of contract, yet know that the contract is truly effective. This is a book that will make your life easier, and help you avoid major mishaps that lead to costly litigation. For those reason alone, this guidebook is worth hundreds, if not thousands, of dollars . . . . Frankly, every lawyer should get this excellent guide to drafting contracts. Then they should review it before sitting down to draft any legal agreement. --PaperlessChase

[A] short, user-friendly manual . . . [T]he spiral design, which lies flat, is genius. Guberman and Karl offer tips to avoid common drafting pitfalls . . . and explain how to avoid drafting ambiguous agreements . . . Deal [Struck] shows the reader how to draft common contract terms to advance the client s objectives while minimizing the likelihood of litigation. --Lady Legal Writer

#### About the Author

Ross Guberman is the president of Legal Writing Pro, one of the world's most in-demand legal-education consulting companies. He has conducted 2,000 workshops on three continents for lawyers and judges and is the author of the bestselling Point Made: How to Write Like the Nation's Top Advocates and of Point Taken: How to Write Like the World's Best Judges. The winner of the 2016 Golden Pen Award for making "an extraordinary contribution to the cause of good legal writing" and a member of the 2016 Fastcase50 for his product ContractCatch.com, he holds degrees from Yale, the Sorbonne, and the University of Chicago Law School. Gary Karl has decades of experience as a corporate partner and as the head of transactional training at a major law firm.

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#### Carl Melton:

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**Donald Purcell:**

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