

Berluti & McLaughlin LLC Means Business

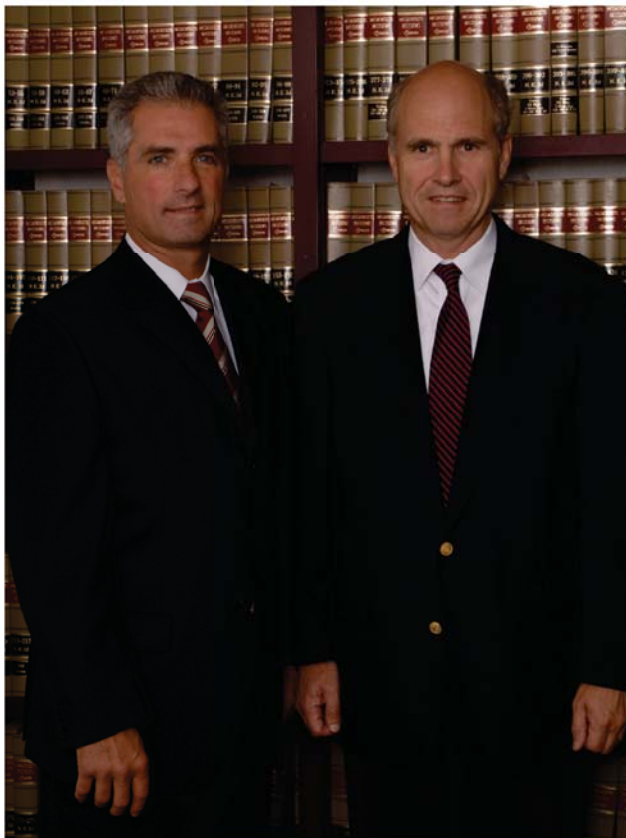
Google “business law — Boston,” and you’ll instantly have the names and numbers of thousands of lawyers. But drill down, and you’ll find that few of them have the breadth and depth of experience to help a business through all phases of its life cycle while providing the highest level of responsive, flexible service to achieve practical and cost-effective legal solutions.

Introducing Robert R. Berluti and John T. McLaughlin, business attorneys par excellence. Their firm, Berluti & McLaughlin LLC, has been serving the needs of businesses for 28 years, helping them from formation through maturity and succession planning, in good times and bad. Along the way, the partners have developed close, long-term relationships with many clients, often serving as their trusted general business advisors and counselors. “This allows us to be proactive and anticipate our clients’ needs,” Berluti says. “We help them prevent major problems and take full advantage of the opportunities that come their way.”

Specializing in complex business matters, civil trial advocacy and sophisticated estate planning, B&M serves family and closely held businesses and their owners, as well as high-net-worth individuals and entrepreneurs in a variety of industries such as retail, manufacturing, real estate, transportation and construction. “Our focus is on providing clients with the full spectrum of high-quality legal services needed by businesses and business owners,” says McLaughlin, “and doing so in a cost-effective and efficient manner.”

Complex Business Matters

Berluti & McLaughlin utilizes a coordinated team approach, with experienced attorneys in each practice area providing personalized service to businesses through their life-cycle, from initial formation through growth and growing pains to eventual sale or succession to the next generation. The firm’s attorneys take a proactive and customized approach for each client that considers all aspects of a client’s business and personal needs. “We invest time and energy in each client and in understanding



Firm partners Robert R. Berluti and John T. McLaughlin

their history, industry and goals,” notes McLaughlin.

B&M’s capabilities extend from routine operational issues to complex transactions including mergers and restructurings. Recently, for example, the firm represented 11 independently owned but related operating businesses in a \$250 million sale and merger with a private equity company.

The Highest Level of Courtroom Advocacy Skills

Although Berluti & McLaughlin’s attorneys make every effort to help clients avoid disputes, they have the expertise and experience to go to trial when warranted. In all cases, they seek prompt resolution, aggressively preparing for trial and repeatedly outmaneuvering larger, less flexible and more expensive firms and yielding consistent results including record-setting awards.

“We pride ourselves on the highest level of courtroom advocacy skills,” says Berluti, “and try virtually all types of business and other civil disputes including employment, contract, shareholder, real estate, construction and probate litigation.” In a recent case, the firm represented a large real estate brokerage company that was sued for breach of an employment contract, Wage Act violations, slander and unfair trade practices by a former employee. The company counterclaimed interference with business relations, breach of contract, trade secret thefts and other matters. “We prevailed on virtually all counts,” Berluti says.

The firm has also resolved numerous family disputes, many over business inheritance issues, both inside and outside the courtroom. Most such disputes can be avoided with proper planning and a carefully crafted business agreement that protects the business owner and includes a succession plan balancing the needs of the founders, other family members in and outside the business, and key employees, so the business will continue and thrive into the next generation. “We stress to our clients that change is inevitable and you have to plan for it,” McLaughlin says.

BERLUTI & MCLAUGHLIN LLC

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