



Humble Guidance Meets **Full-service Client Experience**

The Opportunity

An opportunity presented itself for Dr. Rich, a local orthodontist, to establish a new practice. Although it was exciting, there were many legal questions to consider. After years of practicing under a partnership in two states – Missouri and Illinois – he was ready to purchase a solo practice and plant his business firmly in Arnold, Missouri. While a potential practice was identified, the owner wasn't necessarily ready to sell. There would be many complications with dissolving Dr. Rich's former partnership, real estate considerations, delicate timelines, and more. He knew he needed an expert to help guide him through the entire process; someone he could trust to identify potential issues and see the transition through from start to finish.

The Challenges

The complications of dissolving a business partnership and practice are complicated, especially when filings in more than one state are necessary. The owner of Dr. Rich's future practice requested that he purchase the building outright, making it necessary for Dr. Rich to lease the building to his own practice – a complicated situation. This meant Dr. Rich needed someone with commercial real estate experience and a background in transactions.

Knowing that this delicate situation would require a legal advisor, Dr. Rich and his wife Lisa engaged Tom Durphy, with Shands, Elbert, Gianoulakis & Giljum in Clayton, Missouri. "I knew I needed legal advice as I was clueless about what to do," said Dr. Rich. **"Tom was able to identify red flags and consult with us on the best way forward. He was professional and considerate, and so helpful in handling all the various personalities we encountered."**

With more than 20 years of experience practicing law in business and real estate matters, Tom Durphy had the client-centered approach to complex problem solving that helped create a positive experience for Dr. Rich and Lisa.

The Resolution

With a collaborative and approachable demeanor, Tom guided Dr. Rich through every aspect of forming his new practice. During the process, he provided guidance for commercial real estate issues and explained the benefits of his recommended business structure. Tom even helped with the nuances of negotiation when tough boundaries needed to be established.





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“Tom really helped nip things in the bud to protect our interests,” Dr. Rich says, “We could trust him to be detail-oriented so that nothing was missed.”

When the inevitable issues arose, Tom counseled Dr. Rich on the best options to provide a clear path forward. As questions came up, he was available to help navigate the complexities in a timely manner. “Tom’s accessibility and helpful way of listening to understand guided me through what would have been an otherwise stressful experience,” Dr. Rich says. “He’s always right there with a humble approach and the best advice.”

The Results

Because of Tom’s approach and expertise, Dr. Rich was able to work through every issue that arose to fully establish his business. Dr. Rich’s practice has been successfully operating for more than a decade, and servicing hundreds of patients each year. In the last 10 years since opening his private practice, Tom has provided ongoing support and services to Dr. Rich. “My great experience with Tom has led me to consult with him on a variety of matters,” says Dr. Rich.

Dr. Rich now has the ability to do what he does best—serve his patients—knowing he can call upon Tom whenever he needs expert legal advice, or even just an answer to a single question.

“ Tom makes very complex situations very digestible and easy to understand. He manages to do it in a warm, personable way. His collaborative approach gives me such peace of mind. ”

Disclaimer: The choice of a lawyer is an important decision and should not be based solely on advertisements.

Hoping for the same level of success for your business? Reach out to Tom Durphy today by emailing tdurphy@shandselbert.com.

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(314) 241-3963

tdurphy@shandselbert.com

8235 Forsyth Blvd., Suite 700, St. Louis, MO 63105

