



Legal Advice with Best Interests in Mind

The Opportunity

After owning several businesses over the years, Tim was no stranger to working with attorneys. They had assisted his investment company with contracts and transactions, but he had yet to find someone who would truly keep his goals in mind.

When a desirable property came up for sale, Tim needed to find someone to help him navigate the process and protect his interests. He received a referral from a realtor who understood his need for an ally and expert. They recommended Tom Durphy, a partner at Shands, Elbert, Gianoulakis & Giljum in Clayton, Missouri.

The Challenges

As Tim moved forward with contract negotiations, he knew that he needed to carefully consider each element of the contract as it was presented directly from the seller. "Tom helped ensure that we were protected," said Tim. "He advised me on the language in the contract and made sure that all our bases were covered."

Additionally, negotiations with a tenant had become precarious and they were balking at the expenses owed. "Tom was able to communicate with them in a way that was professional and deescalated the situation," Tim noted. "He creates a non-adversarial space for conversation, which is exactly what is needed. Because he doesn't get excited too easily, he can find a way that makes all parties feel heard so the process can reach an amicable conclusion for everyone."

The Solution

Tom approached the negotiations for Tim's contracts and tenets as he does in all situations. "He takes the time to develop a genuine rapport with his clients and is very open to listening to what your needs are," Tim says. "A dismissive attorney who rushes you through the process is likely to misunderstand what's truly at stake and how best to help you. I've worked with those in the past, but Tom is very astute at uncovering what I need from him because he communicates so well."

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Tom Durphy has guided Tim through the due diligence process and explained the options at each step. He provides wisdom and perspective so Tim understands which items are important to pursue and which ones to pass over in regard to sales agreements, lease renewals, and negotiations.

"Tom points out the red flags and takes the time to explain them thoroughly," said Tim. "He also advises me on which things may become a problem down the road, saving me future headaches and expenses. These insights are invaluable to me because they give me peace of mind that my transactions are secure and will stand the test of time."

The Results

Tim has been able to successfully negotiate multiple commercial and real estate property contracts and his business is thriving. After a long search for the right attorney, he happily engages Tom's services whenever possible.

"It takes a skilled attorney to represent your needs to the opposition in a way that keeps everyone happy," says Tim. "When Tom negotiates, it's less about who is right or wrong, and it's more about working things out to the benefit of both parties." This courteous and professional approach is what keeps things moving and helps everyone feel satisfied with the result.

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"He is genuinely interested in helping, and it shows in the way he treats people," said Tim. **"He concerns himself with your concerns and cares about giving you the best outcome possible."**

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

Looking for expert and approachable legal advice for your business? Reach out to Tom Durphy today by emailing tdurphy@shandselbert.com.

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