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**News Release**

4th November 2016

**How to Avoid Getting Caught out by Contracts**

Negotiating better trading terms with partners and suppliers can be a headache for business owners especially those with cash flow issues or targets to meet who might be keen to get the deal done at all costs.

However, if you pass up the opportunity you could find yourself regretting it further down the line when you discover the contract is unfairly weighted in the other party’s favour or you have assumed liability for something which is out of your control.

To better equip businesses with the skills and knowledge needed, Andrew & Co Solicitors is hosting an event at the Aura Business Centre in Newark on 9th November.

Head of Corporate & Commercial at Andrew & Co Solicitors Helen Bell said effective contract negotiation is paramount to commercial success.

“Too many businesses ignore contracts and see them as a hindrance to completing the deal but all too often I come across companies which have been crippled because they’ve failed to read the small print or have been steam-rollered by the other side,” explained Helen.

“By attending this workshop, you will gain an insight into how to review contracts in both the buyer and seller position and how you can better negotiate trading terms with stakeholders and suppliers.

“We will consider key issues that could arise should a dispute occur and look at the steps

to take for effective resolution. It is always important to maintain strong business relationships but without them jeopardising your success.”

To book your place at this free event at the Aura Business Centre in Newark on Wednesday 9th November from 8.30am to 10.30am, please contact Chris Brown by emailing [chris.brown@andrew-solicitors.co.uk](mailto:chris.brown@andrew-solicitors.co.uk) or calling 01522 781486.

**Ends**

**Notes to Editors**

**About Andrew & Co Solicitors**

* [Andrew & Co Solicitors](http://www.andrew-solicitors.co.uk) is one of the longest established independent law firms in the East Midlands, having been set up in 1832.
* It offers a comprehensive range of legal services to private individuals and businesses across a wide range of sectors including renewable energy, agriculture, personal injury, conveyancing, charity and not-for-profit, family and employment law.
* Andrew & Co has 60 staff based at its offices in on Nettleham Road in Lincoln and London Road in Newark.

**For more information, contact:**

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