

Minimizing Legal Risk in the U.S.

Presented by Thomas H. Thorelli
of
Thorelli & Associates



70 West Madison Street, Suite 5750
Chicago, IL 60602

Office: +1 312-357-0300

Mobile: +1 312-952-2695

Email: thorelli@thorelli.com

Website: www.thorelli.com



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Thorelli & Associates is a five-lawyer law firm located in Chicago, Illinois, with over 40 years' direct experience working with small to medium sized foreign companies doing business in the U.S., helping them to minimize their exposure to legal risk through taking advance preventive action.

- **Use of American lawyers & Understanding the U.S. Market**
 - U.S. lawyers are used in a preventive manner, before doing business.
- **Intellectual Property Rights Protection**
 - IP rights, including trademarks, patents, copyrights, etc., need to be assessed and steps taken to protect them in the US.
- **Contracts, Contracts, Contracts!**
 - Importance of contracts! Take control through preparation of first drafts.
 - Contract preparation and negotiation, including sales terms and conditions, a US adapted limited warranty; distribution and agent agreements; and others.
- **Setting Up a U.S. Company**
 - Limit liability exposure to the U.S. as much as possible; create credibility; successful immigration strategy.
 - C Corporations vs LLCs; Why Delaware?
- **Product Liability Preventive Management**
 - Insurance is not enough!
 - Compensatory versus punitive damages.
- **Immigration**
 - What is allowed on the ESTA?
 - Should a B1, B2 visa be obtained?
 - Options: ESTA; B visa; E visa; L-1 visa