# New York Lawyers' Practical Skills Series

# Business/Corporate and Banking Law Practice

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2019-2020



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ISBN: 978-1-57969-557-6
Product Number: 405120

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A native of Yonkers, New York, Ennico is best known as the former host of MoneyHunt®, a fast-paced reality TV show for entrepreneurs that aired on PBS nationwide from 1994 to 2003. His weekly syndicated newspaper column, Succeeding in Your Business<sup>TM</sup>, known as the "Ann Landers of the business world", appears in dozens of major newspapers and business Websites throughout North America (www.succeedinginyourbusiness.com). He also hosts his own small business legal channel on YouTube (www.youtube.com, search for "Cliff Ennico"), and is a frequent contributor to Entrepreneur and other small business magazines.

Ennico is the author of several books on entrepreneurship and small business management, including Small Business Survival Guide (Adams Media, \$12.95) and The eBay Tax and Legal Answer Book (AMACOM, \$19.95), and speaks nationwide on the legal and tax issues facing early stage startups (www.succeedinginyourbusiness.com). His newest book, The Crowdfunding Handbook (AMACOM, \$19.95), advises small businesses and early stage companies on the benefits and risks of launching a crowdfunded offering of securities under Title III of the federal Jumpstart Our Business Startups (JOBS) Act of 2012. He is currently working on a book on the impact of technology on the capital raising process for technology startups.

As a lawyer, Ennico has represented over 15,000 entrepreneurial companies and small businesses in his 37-year career. Formerly associated with the New York City law firms of Willkie Farr & Gallagher and Thacher Proffitt & Wood, Ennico currently practices small business law in his own practice in Fairfield, Connecticut.

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- Advising Small Businesses, a multi-volume treatise with forms for the attorney representing small businesses in the United States (beginning January 1, 2018).
- Closely-Held Corporations: Forms and Checklists, a one-volume handbook for lawyers representing closely-held corporations;
- Forms for Small Business Entities, a comprehensive collection of legal forms and checklists for lawyers representing partnerships, limited partnerships, corporations and limited liability companies (LLCs);
- Basic Legal Forms with Commentary, a collection of legal forms and checklists for solo practitioners and lawyers practicing in small firms;
- Basic Legal Transactions, a step by step practice guide to a wide variety of business, estate planning, real property and family law transactions;
- Advising eBusinesses, a one volume handbook on Internet law and practice; and
- the Business Corporation Law (BCL) and Not-for-Profit Corporation Law (N-PCL) volumes of West's McKinneys Forms, the leading legal forms guide for New York State corporate lawyers.

His books for law students and young lawyers include

- The Legal Job Interview: Winning the Law-Related Job in Today's Market (Kaplan, \$12.95);
- Partner Track: How to Go from Associate to Partner at Any Law Firm (Kaplan, \$12.95);
- Making Law Review: How to Write a Winning Case Comment (Kaplan, \$12.95);
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After passing the Bar, she was an associate at a local law firm, where she worked extensively in the hedge fund industry, negotiating and drafting contractual agreements with some of the largest banks in the world. Her firm, Gold Law Firm, was created in 2011 as a way to work locally with small forprofit and not-for-profit businesses to help them with their issues. She forms companies, drafts and negotiates employment contracts, and helps businesses exercise their legal rights. She is also lecturer at Rensselaer (RPI) on Business Law and Ethics.

She is extensively involved with the New York State Bar Association. She is the Past Chair of the Business Law and Young Lawyers Sections, and is the co-chair of the Law Practice Management Committee. She is also Chair of the Small and Solo Committee of the Albany County Bar Association.

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Mr. Rice chaired the New York State Bar Association's Ad Hoc Committee on Fiduciary Compensation, which was responsible for drafting legislation that addresses a client's informed consent when naming an attorney who serves as an executor of the client's estate. His other NYSBA activities have included service as a district Vice President and as a member of the Executive and Judicial Selection committees and the Trusts and Estates and Business Law Sections. He chaired NYSBA's Finance Committee for two years and served as the Association's Treasurer from 1993 to 1998.

#### MICHELE A. SANTUCCI, ESQ.

Michele A. Santucci is considered one of the leading business and corporate attorneys in New York State. Ms. Santucci has more than 30 years' experience in the private practice area of business, partnership and corporate law and more than 20 years' experience in the legal practice of business and professional immigration law. In her corporate practice, Ms. Santucci provides counsel in the formation and operation of business organizations and limited liability companies, drafting organizational agreements and business contracts, corporate dissolution matters and taxation, among other areas.

Ms. Santucci has authored more than 35 publications in the area of business and limited liability law, distributed by such legal publishers as the New York State Bar Association, West Publications and Matthew Bender/Lexis Nexis. Aside from her work on NYSBA's *Deskbook*, *Formbook* and *New York Practice Monograph* series, she is a contributing author to West's New York Practice Series *General Practice in New York*, and currently serves as an editor and revision author for *White's New York Corporations*, Volume 5 (Matthew Bender-LexisNexis).

As a frequent lecturer in the area of business law, Ms. Santucci has served in the various capacities of overall state planning chair, program chair, moderator and speaker for more than 20 Continuing Legal Education programs. In 2008, she presented the CLE Section on "Limited Liability Companies" for the New York Attorney General/New York State Legislature, and served as program chair and moderator for the NYSBA CLE program titled "Preparing and Drafting Organizational Documents for LLCs and Corporations." In June 2001, Ms. Santucci was appointed to the 25-member Statewide New York State Bar Association Committee on Continuing Legal Education.

Ms. Santucci is admitted to practice in the District of Columbia, New York State, the U.S. District Court Northern District and the United States Tax Court and is a member of the American Immigration Lawyers Association and the Business Law Section of the NYSBA. She received her B.A. in political science from Manhattanville College in Purchase, New York, and her J.D. from George Mason University School of Law in Arlington, Virginia. Since 1997, Ms. Santucci has served as Immigration Legal Counsel to Rensselaer Polytechnic Institute. Formerly, she was a partner of the Troy law firm of Pattison Sampson Ginsberg and Griffin, P.C., and is currently of counsel to that firm.