

## Specialists Add Value at Every Step

Contributed by ACREL Gold Sponsor:

# CT

How do you know when bringing on an alternative legal services provider is the most efficient course of action? Two of the most oft-cited reasons are, to give your firm instant access to specialized expertise that it may not have, and to handle work involving repetitive tasks that require high levels of accuracy.

The hypothetical day below gives examples of how some typical real estate work flows can be supported to help you deliver on your clients' needs more expediently, with high levels of accuracy and data security, and often at less cost than doing the work in-house.

### **Morning**

[Several UCC-1s](#), (aka Financing Statement forms) need to be filed for a secured asset deal your firm is handling. You want your team to take care of it first thing in the morning, because accuracy is essential to perfect the client's security interest and establish priority over third-party creditors. Your team uses CT Corporation's UCC Filing Hub. Your team works efficiently, using their favorite time-saving features. The client's large volume of filings are no problem because of the bulk upload capability. The team saves many steps with multi-state filings, because the Hub's interface mimics the actual forms. Finally, the team can check their work for accuracy with the built-in compliance audits, reducing the chance of rejected filings to virtually nil.

Because they saved so much time by using UCC Filing Hub, they can work on [retrieving documents that are required for an international deal closing](#) before lunch. Working closely with their expert CT Global Services team, they have assembled the project plan and timeline. CT's international team connects your team with an in-person presence in 150 countries. In this way, your firm's work is given top priority, rather than added on to another local firm's workload. CT's extensive global network knows what documents correspond to those in the U.S., as well as the nuances of working with foreign offices whose schedules for delivery may be complicated by foreign holiday schedules and vacation periods. Documents needing apostilles and authentications are identified, and CT's service team provides the "feet on the ground" at the embassies to secure them. When your team receives the requested official documentation, CT's translation services make it possible for you to review the documents immediately.

### **Afternoon**

Over lunch with a client, you assure him that your team pro-actively took care [of dissolution and withdrawal filings](#) for the business entities that they recently dissolved in all 50 states. This saves your client from the risk of legal liability with the jurisdictions, and helps safeguard the client from business identity theft. Your team had their CT service team execute all the filings, and included all filing confirmations with the matter.

Upon your return, you meet with your team to review the intensive [due diligence plan](#) required for a new complex real estate deal. You want to leave no stone unturned, to advise your client before the purchase contract is signed. Your goal is to uncover zoning restrictions, potential liens, environmental and structural risks, and possible encroachments on the property. Using the checklist from your CT service team, the search includes title searches, zoning and property codes, lease payment history, ADA compliance, among others.

### **Evening**

Late in the day, you hear that a client contacted your team with an urgent request for amendments that need to be made to UCC filings. Since your team can retrieve their UCC work by client matter in CT's UCC Filing Hub, they're able to quickly and accurately file each of the [UCC-3 amendments](#). As is typical at your firm, the day doesn't end at 5 p.m., so a CT after-hours team is available to assist – even being able to handle Delaware filings up until midnight.

At the end of the day, an [experienced service partner](#) can help you in several ways. A long-standing relationship with a partner who knows the nuances of how your firm works can help you make tight deadlines during high-volume periods, relieve the burden of work that requires an exacting series of steps for high risk transactions, eliminate the need to deal directly with international time zones, languages and radically different jurisdictional requirements, and much more. All of this makes you and your team more available to respond to client needs with the expertise that only you can bring to them.

For more information on any of these services and more, please visit <https://ct.wolterskluwer.com/lawfirm> or call 855.316.8948.