

May 2024

MH Law Blog

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State of Affairs

Spring has officially arrived! While many are now out enjoying the nicer weather, many have also turned their attention to their annual "*Spring Cleaning*", a time-honoured ritual that's rooted in cultural tradition. It dates back to the days when homes were heated by wood and lit by lanterns that left layers of soot on every surface. When spring arrived, it was time to open up the windows and doors, pull out the rugs and bedding to beat away the dust, and scrub the floors and windows until they shined.

According to psychologists, Spring Cleaning provides many health benefits: it reduces stress, increases productivity and lightens our mood.

As part of your annual Spring Cleaning routine, an annual legal checkup can ensure that your legal housekeeping matters are taken care of.

Spring Time Estate Planning Checkup

Technological improvements have greatly improved and facilitated the estate planning process. The preparation of testamentary documents such as wills and powers of attorney is easier, more reliable and more cost effective than ever before.

MH Law has carefully evaluated the new range of online tools and solutions and has designed its own system to assist clients with their estate planning objectives. Flat-fee estate planning services are now available to current and prospective clients.

Unbundled Legal Services - The New Norm

Delivered through limited scope retainer agreements, these services allow lawyers and clients to work together and to allocate legal tasks amongst themselves. An example is where a client files a small claims court document and hires the lawyer only for his or her document review function.

The advantages of Unbundling are numerous and are described in an earlier MH Law Blog post entitled "[Unbundled Legal Services](#)".

Client-Centered Legal Services - 101

MH Law employs a Client-Centered approach to the delivery of legal services. The client-centered model represents a new way of thinking about the practice of law and the lawyer-client relationship. Today's legal consumer enjoys unprecedented levels of access to information through the internet, can diagnose legal issues with some degree of competence, and can shop around for legal services suitable to their unique circumstances.

Today's market for legal services can be properly characterized as a "Buyer's Market", in which the historical power imbalance between lawyers and clients has been reset. As the legal market has shifted in favour of legal consumers, lawyers as sellers of legal services have been forced to reorient the way in which they do business, prioritizing the client, rather than themselves.

Put simply, today's legal market now requires lawyers to adopt a client-centered approach to the delivery of legal services.

Contract Review and Drafting in the Real Estate Context

In today's hot real estate market, it's easy to be caught up in negotiations and pressured by sales tactics employed by realtors. Given the financial magnitude of a real estate transaction, special attention to the terms of your Agreement of Purchase and Sale is well warranted. While the Ontario Real Estate Association's Standard Agreement of Purchase and Sale (OREA Form 100) seems uncomplicated on its face, parties should review that document with a lawyer prior to signing.

For an analysis of the terms contained within the OREA Form 100, please see an earlier article - ["OREA Form 100 Residential Agreement of Purchase and Sale"](#) found in the MH Law Blog.

MH Law offers contract review services on a flat-fee basis in the residential real estate context and for clients involved in commercial contract negotiations.

Client Intake Consultations Available In-Person or Virtually

For client convenience, MH Law offers both in-person and virtual appointments.

In-person appointments are now conducted at MH Law's new office, located in Port Colborne, Ontario. The new Port Colborne location replaces MH Law's former office located in downtown Hamilton, Ontario.



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