



Chris Griswold, P.C.  
A Business Transactions Firm

# NEWS FROM THE FIRM

June 2009

## Memberships

- OK, TX & American Bar Associations  
*Licensed in all OK & TX State Courts*
- International Council of Shopping Centers
- Commercial Real Estate Council of Oklahoma City
- Urban Land Institute
- Oklahoma Renewable Energy Council
- CCIM Chapter of Oklahoma

## Links & Resources

Commercial Real Estate Council of OKC  
[www.crecokc.com](http://www.crecokc.com)  
International Council of Shopping Centers  
[www.icsc.org](http://www.icsc.org)  
Urban Land Institute  
[www.uli.com](http://www.uli.com)  
Oklahoma Renewable Energy Council  
[www.ocgi.okstate.edu.orec](http://www.ocgi.okstate.edu.orec)

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## Message from Chris....

We've all been there.... It's taken what seems forever to get a deal negotiated and finalized, and now, you have to work out the details of getting it "inked." You know the drill and how the questions go.... "How many signed copies do you want?" "Where do you want the signed copies sent?" And so on.... After the above questions are answered, you then have to *wait* for the documents to show up in the mail (while the other side gets to wait on getting them back from you). Is there a faster, "greener," better way to get a deal done by utilizing some basic technology which you're sure to already have on hand? Of course. Learn how to make life better by reading below.

## PDF Execution – Faster, Greener, and Just Plain Better

You've probably already worked with both PDF documents and scanned documents. Accordingly, imagine a world where you merely convert your contract from a word document into a PDF document and e-mail it to the other party. When the other party receives the PDF, they simply print out their respective signature page(s), sign it, scan it into their database and then e-mail everything back to you. Admittedly, in some cases, this method of execution might not be permissible or even desirable. ***However, with the right legal language inserted into your deal, the PDF execution method is pretty easy to do and it just makes sense for three different reasons:***

***First***, it cuts down on execution time (and that's a good thing in a world where no one makes money until the deal is signed). If you added up the total amount of time that it took you to execute your last deal (including mail time, document preparation time, time spent going to the Post Office and/or arranging for a courier, etc..) and compared it to, say, one afternoon, then that's how much time you can add back onto your life by utilizing the PDF execution method.

***Second***, it's greener. Think about all of the paper you'll be saving and all of the files and filing cabinets (and the related storage space) that you could do without. I'm no mathematician but surely this method, in addition to being earth friendly, would also translate into some hard \$\$\$ savings too....

***Third***, it's more "flexible" than the traditional execution method as regarding the number of documents that can be generated and distributed to either party. Remember, the document is electronic, so you can make as many copies of the document as you need. Likewise, you won't have to make special provision for how many copies the other side needs. It's a win-win.

## What My Clients Are Saying....

"Chris Griswold did a fantastic job handling my lease negotiations. Chris kept the process moving and he kept me up to date on all of the changes and nuances of the deal as we progressed towards execution. I look forward to working with Chris on all future projects."

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