



Article Library

A compilation of articles run in the **REPorter**® listed by topic and title.
IHRA Members are invited to order reprints of these articles
(up to 3 per request) by eMail to: articles@ihra.org.
Please order by article number

TOPICS: Legal • Financial • Sales • Marketing • Human Resources • Employee Benefits

Article # _____ **LEGAL** _____

All legal articles were authored by partners of IHRA’s legal counsel,
Schoenberg, Fisher, Newman & Rosenberg, Ltd.

-
- L1 - “Where to sue? Public policy can outweigh the parties’ contract” - *Gerald M. Newman*
-
- L2 - “Noncomp provision not enforceable against rep (or independent contractors that sell for your rep firm) - *GMN*
-
- L3 - “Non-disclosure and non-comp provisions in sales agreements” - *Gerald M. Newman & Leonard Gambino*
-
- L4 - “Does your state have a commission protection statute?” - *Gerald M. Newman*
-
- L5 - “Provisions in rep contracts” - *Gerald M. Newman & Daniel E. Beederman*
-
- L6 - “Prosper at your own risk: When sub-rep success cannot be restrained” - *Gerald M. Newman*
-
- L7 - “Compensating key employees with stock (part 1)” - *Gerald M. Newman & Leonard Gambino*
-
- L8 - “Compensating key employees with stock (part 2)” - *Gerald M. Newman & Leonard Gambino*
-
- L9 - “How do I know I will get paid? Securing the purchase price when selling your rep agency” - *GMN*
-
- L10 - “Blanket orders: are they commissionable contracts?” - *Gerald M. Newman*
-
- L11 - “When bookkeeping ignorance becomes legal bliss” - *Gerald M. Newman*
-
- L12 - “Recovery of commissions outside the rep contract” - *Gerald M. Newman & Daniel E. Beederman*
-
- L13 - “Rep gets no extra compensation for bringing principal to his new firm” - *Gerald M. Newman*
-
- L14 - “Avoiding piracy of your valuable lines” - *Gerald M. Newman* (e)
-
- L15 - “Choice of law and choice of forum provisions in rep contracts” - *Gerald M. Newman* (e)
-
- L16 - “Standing up to an international manufacturer nets payoff” - *Gerald M. Newman* (e)
-
- L17 - “The mechanics of buying or selling a rep firm” - *Gerald M. Newman* (e)
-
- L18 - “What you need to know about selling your rep firm” - *Gerald M. Newman* (e)
-
- L19 - “Avoiding the pitfalls of personal liability when making management decisions” - *Gerald M. Newman* (e)
-
- L20 - “When the contract ends, is it really over?” - *Gerald M. Newman* (e)
-
- L21 - “Be sure to get it in writing” - *Gerald M. Newman & David Makarski*



Article Library

A compilation of articles run in the *REP*orter® listed by topic and title.

IHRA Members are invited to order reprints of these articles

(up to 3 per request) by eMail to: articles@ihra.org.

Please order by article number

TOPICS: Legal • Financial • Sales • Marketing • Human Resources • Employee Benefits

Article # _____ **FINANCIAL** _____

F1 - "I.R.S. wrestles with the tax law" (May 2004) - *Stanton B. Herzog*

F2 - "The significance of tax return due dates" - *Stanton B. Herzog*

F3 - "Create a new estate plan" - *Stanton B. Herzog*

F4 - "Family partnerships: will they last?" - *Stanton B. Herzog*

F5 - "Estate considerations for a business" - *Stanton B. Herzog*

F6 - "Decision at retirement" - *Stanton B. Herzog*

F7 - "One more visit with independent contractors" - *Stanton B. Herzog*

F8 - "Difference in taxation: employee vs. independent contractor" - *Stanton B. Herzog*

F9 - "Jobs & Growth Tax Relief Reconciliation Act of 2003" - *Stanton B. Herzog*

F10 - "Job Creation and Worker Assistance Act of 2002" - *Stanton B. Herzog*

F11 - "Adventures with the cash basis" - *Stanton B. Herzog*

F12 - "Improvements in college education savings plans" - *Stanton B. Herzog*

F13 - "The nanny tax and other inanities" - *Stanton B. Herzog*

F14 - "The IRS has written a new plague — you could be the star!" - *Stanton B. Herzog*

F15 - "Is there black ink amongst the red?" - *Stanton B. Herzog* (e)

Article # _____ **SALES** _____

S1 - "Turn your sales force into a winning sales team" - *Jack A. Berman, Better Repping*

S2 - "What your customers LIKE and DISLIKE most about salespeople" - *Jack A. Berman, Better Repping*

S3 - "Customer rapport gets more" - *Jack A. Berman, Better Repping*

Article # _____ **MARKETING** _____

M1 - "The Line Interview: asking the right questions before you sign up" - *from Seminars*



Article Library

A compilation of articles run in the *REPorter*® listed by topic and title.
IHRA Members are invited to order reprints of these articles
(up to 3 per request) by eMail to: articles@ihra.org.
Please order by article number

TOPICS: Legal • Financial • Sales • Marketing • Human Resources • Employee Benefits

- M2 - “The Line Interview: this time from the manufacturer’s point of view” - *from Seminars*

- M3 - “Your business plan can drive you to success and focus your efforts” - **Dr. Revenue** (*John Haskell*)

- M4 - “Your trade show refresher course” - **Laurence Kaufman**, *Kaufman Ryan Stral, Marketing Communications*

- M5 - “Newsletters - still a very important marketing tool” - **Laurence Kaufman**

- M6 - “What’s in a (company) name?” - **Laurence Kaufman**, *Kaufman Ryan Stral, Marketing Communications*

- M7 - “You and your PR. Predictability not always bad” - **Laurence Kaufman**

- M8 - “The best defense is a good offense: how does your company rate?” - **Dr. Revenue** (*John Haskell*)

- M9 - “Cardinal rules for making a (PowerPoint) presentation” - **Laurence Kaufman**

- M10 - “Trade Shows: How do you work a show to get the most out of it?” - **Dr. Revenue** (*John Haskell*)

- M11 - “June ‘02 MRERF survey: Recovering economy; increased rep service demands” - **MRERF**

- M12 - “Justifiable paranoia . . . someone is always out to get you; be ready” - **Dr. Revenue** (*John Haskell*)

- M13 - “So you’re going to visit a principal: waste of time or big step forward” - **Jack Berman**, *Better Repping*

- M14 - “Check your telephone answering. Does it sell?” - **Dr. Revenue** (*John Haskell*)

- M15 - “Focusing on the donut (instead of the hole)” . . . Stating and selling your company’s uniqueness and strengths - **Laurence Kaufman**, *Kaufman Ryan Stral, Marketing Communications*

Article # _____ HUMAN RESOURCES _____

- HR1 - “Non-owned auto: a growing and serious liability exposure” - **Empowerment Concepts** (*RembrantAdvantage*)

- HR2 - “Putting it together . . . finding the right fit” - **Empowerment Concepts** (*RembrantAdvantage*)

- HR3 - “Don’t ask . . .” - **Empowerment Concepts** (*RembrantAdvantage*)

- HR4 - “Service motivation: Servicing to serving” - **Empowerment Concepts** (*RembrantAdvantage*)

- HR5 - “Could your sales people be the problem?” - **Empowerment Concepts** (*RembrantAdvantage*)

Article # _____ EMPLOYEE BENEFITS _____

- EB1 - “MSA, HRA, HSA, FSA: Who are these guys?” - **Pat Brown**, *IHRA Employee Benefits/Insurance Consultant*

- EB2 - “Can history shed any light on the escalating light of medical insurance?” - **Pat Brown**