AL SALMAN LEGAL CONSULTANTS
آل سلمان للاستشارات القانونية

Considered counsel For decisions that matter

A legal perspective
A commercial understanding



Nasir Salman

Advice should help you decide what comes next

A contract is part of a commercial relationship. A dispute is part of a wider business reality. Useful legal advice connects the documents to that context: the objective, the available choices, the commitments each choice creates and the work that follows.

AL SALMAN’s service model brings continuing corporate counsel, defined commercial assignments and client-side litigation management into one coherent way of working. Each engagement has a written scope, identifiable deliverables and clear responsibilities.

THREE WAYS TO WORK TOGETHER

01
Continuing counsel

02
Contracts & governance

03
Dispute oversight

A continuing relationship
An organised legal workload

When legal questions recur across contracts, people and company decisions, handling each one in isolation can leave management without a clear view of priorities. A continuing engagement creates an agreed place for that work.

Corporate decisions

Preliminary advice on business structures, ownership and control; shareholder arrangements; governance; signing authority; and proposed restructuring. Specialist financial, tax and regulatory questions are identified for appropriate separate review.

Commercial documentation

Drafting or reviewing agreed routine and moderately complex documents: confidentiality agreements, terms of business, service and supply agreements, employment or contractor documents, resolutions and internal legal policies.

Priority and usage management

An agreed matter list, instructions and approvals, review priorities and visibility over the work used against the engagement’s limits. Work outside scope is identified before a separate instruction is accepted.

PRACTICAL OUTPUTS

An agreed scope · A priority and matter register · Working documents · Usage review

Understand the commitment before you make it

The wording matters because the relationship matters. Contract work should make the commercial bargain easier to understand, negotiate and manage after signature.

Preparation and review of commercial agreements, negotiation priorities, authority and approvals, and obligations that continue after signature.

The output: a working draft, material issues and the points that need commercial instructions.

FROM WORDING TO DECISION

“Payment on acceptance”

Illustration: a services agreement without an acceptance process.

- **What exactly must be delivered?**
- **Who has authority to accept it?**
- **When is it reviewed and payment due?**

Illustrative only; not a client matter or legal opinion.

An informed client
Clearly defined responsibilities

The client

Sets objectives, approves budgets and makes decisions reserved to the client.

Appointed counsel

Provides advice within its mandate, confirms procedural requirements and performs authorised representation.

AL SALMAN

Organises the agreed client-side oversight: information, questions, reporting and preparation of decisions.

WHAT OVERSIGHT PUTS IN YOUR HANDS

A chronology and evidence index · Counsel questions and actions · Milestone and budget exceptions · A decision brief and record of instructions

Advocacy, filing and procedural work sit outside ordinary oversight and require an appropriately authorised, separately appointed professional.

First, understand the purpose Then define the next action

01

Understand the purpose

Begin with the business objective, the parties involved and the decision that needs to be made.

02

Explain the implications

Separate what the documents establish from what remains uncertain. Put the material questions and options in context.

03

Define the next action

Identify the deliverable, the person responsible, the dependencies and the point at which further instructions are needed.

Nasir Salman · LLB · MBA

A DEFINED SCOPE FROM THE START

Every engagement needs clear boundaries

Duration, capacity, fees, response arrangements and renewal are agreed in writing. Continuing counsel does not mean unlimited work.

Representation, procedural steps, tax, accounting, technical verification and foreign-law advice are distinct from the ordinary advisory scope.

SPECIALIST MATTERS

Foundations · Wills Enforcement questions

Proposed routes connected with the DIFC, subject to suitability, jurisdiction and provider-status checks before a service is offered.

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Begin with the decision you need to make

A useful first discussion does not require a large file. Start with a short, non-confidential account of the matter and the outcome you need.

Outline the need

Identify the relevant business or personal capacity, the type of work and any date affecting the decision.

Confirm the fit

Check the parties, conflicts, jurisdiction, competence and the authority needed for the proposed work. Agree what information may be shared and through which channel.

Agree the engagement

Record the scope, deliverables, exclusions, responsibilities, fees, capacity and response arrangements before work begins.

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