



THE CASE FOR COMMERCIAL DRAFTING SYSTEMS ("COMMERCIAL SYSTEMS"):

A. Benefits of a Commercial Systems: Assuming a broad range of core document styles or many and varied clause options, Commercial Systems offer advantages over a forms-only convention in that they:

- May enable a user to draft extremely sophisticated documents with limited knowledge of the subject area
- Help minimize malpractice risk
- Good ones have an extremely fast "ramp up" time. In other words, you could buy a good Commercial Systems, spend a couple of weeks intensively studying the system and subject area, and you're ready to go.
- They can save you a tremendous amount of time compared to compiling template documents yourself.
- When the law changes, many Commercial Systems provide updates so you're always current with the latest developments.
- Some Commercial Systems provide free or fee-based educational seminars where you can learn more about the area of law they address.
- Most have a free demonstration.
- Some have list serves or other ways in which members or subscribers can connect and share information or help one another. This can be extremely valuable.
- Some Commercial Systems are customizable so you can modify the language they produce or add your own forms or templates.
- Technical support.
- Many Commercial Systems work in Word and/or WordPerfect.

B. Drawbacks of a Commercial Systems:

- They can be very expensive and many require that you pay annually.
- You only get the documents included in the system and it may be difficult or impossible to add additional ones.
- Some may not offer documents for every state.
- In a pure subscription arrangement, you don't own anything. You can't use the language contained in the documents for any other purpose and if you stop paying your annual fee, the system stops working.
- You're often stuck with the language the system provides and it is impossible or difficult to edit it.
- Some Commercial Systems cannot be customized so that the resultant documents come out the way you want without editing. If you can customize the system, it's often difficult to do so.
- Some users of high-end Commercial Systems complain that the system is so complicated that they're very difficult to fully grasp; and it may be impossible for a non-lawyer support staff person to ever figure them out completely.