

# Jim Hammerschmidt Provides Commentary in Article titled: “How to Get Your Customers to Pay on Time”

Jim Hammerschmidt provided commentary in an article written by Joyce M. Rosenberg titled: "How to Get Your Customers to Pay on Time," which was published on Inc.com on November 1, 2017.

*Some new freelancers are so eager for work they're willing to defer payment until the project is completed. That can be an invitation to not getting paid. Another common problem is not being prepared for the what-ifs, says James Hammerschmidt, an attorney with Paley Rothman in Bethesda, Maryland. For example, if a customer requests many changes to a project, a freelancer might have to do more work than expected for a set price. Hammerschmidt says to create a contract that's very specific.*

The full article, "How to Get Your Customers to Pay on Time," can be found on Inc.com.

Jim is Co-Chair of the firm's Employment Law practice group and a member of the firm's Litigation and Appellate practice groups.