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**INSPECT THE ENTIRE DOCUMENT** ©



**“Just Look at the Signature”**

Often when I inquire about writing conditions under which a document was created (lap, table, sickbed), who first produced it and where it was found, or the age/health/medical history of the writer, an attorney will respond “We’re not concerned with that. *Just look at the signature.*”

Cases have been won or lost on the placement of a staple hole (evidence of page substitution) postmarks on envelopes, invisible indented writing, numerals, watermarks, effects of medication on ability to write, documents created “after the fact” on machines that didn’t exist when the document was purportedly executed, and more... In one case, a greeting card was produced without an envelope, eliminating the possibility to verify when it was sent. Checking with the manufacturer, (using the bar code) I discovered this particular card was not yet on the market at the time the perpetrator claimed to have received it - a fact the forger overlooked, and one that helped win the case.

**The solution may or may not hinge on the signature.**

Genuine signatures have been affixed to spurious documents with simple software programs. Rather than race for the solution, please allow me to work with you to determine exactly how many aspects of your document might be germane to the Research up front can often expedite a more thorough solution/conclusion, saving time and money in the long run and possibly strengthening your case.

**Problem v. Solution**

The *Harvard Business Review* once compared the work styles of Japanese vs American businessmen. The *Review* reported the Japanese spent much longer *clarifying a problem* than their American counterparts. With this approach, the solution often became obvious.

American businessmen, on the other hand, spent more time *thinking directly about the solution*. This direct approach fit the direct American personality. (Just get to the signature.) Yet sometimes the problem had not been clearly thought out or clearly stated. *Work had to be redone*. A problem well researched is a problem half solved.