

# Distribution Damage: 5 Common Distribution Agreement Mistakes

A distribution agreement is a legally binding contract between a seller of goods and a distributor that outlines the details involved in the sale and transfer of goods, explains Regina Campbell of The Campbell Law Group.

“By having a distribution agreement, businesses save time and money by avoiding misunderstandings that affects the profitability of each party and preventing future litigation over disputes,” she writes **in a post on Lawyers.com**.

In the post, she discusses the mistakes, which involve not using a distribution agreement, attempting to distribute too much, too fast, failing to specify whether the agreement is exclusive, lack of termination clauses, and lack of renewal language.

**Read the article.**