

A Letter from the Founder

Published

February 2026

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DISCLAIMER

This document contains information that might look like legal advice, but your situation is probably different and you should consult a qualified attorney before relying on any information contained in this document.



How We Got Here

I always wanted to be a business-man, an entrepreneur. But I didn't think I had the right stuff; I was missing the cash, the network, the connections, and the idea. So I went to business school and got an MBA. Then, when I tried to start the business, I got caught up in all the legal, tax, and accounting stuff (LLC vs corporation, banking, Quickbooks, S Corp, contracts, terms and conditions, privacy policies, etc.). I had no idea what I was doing, and I didn't have the money to hire lawyers and accountants to help me figure it out. So I went to law school. Then, I spent the next decade working mostly for private equity firms and also spent some time doing work for startups (mainly helping them raise money through Crowdfunding). I'd found an interesting niche, but the work felt transactional and I didn't generally feel like I was having an impact on real humans. The work I was doing was important, but it felt like my services were a commodity.

I believe that the only way to have an impact is to affect a person in a human way, not like a number on a spreadsheet, but real help that impacts the person, their livelihood, their family, and their future. A lot of lawyers I know go to law school with these types of lofty ideals, but too many of us got lost, including me. So, after having a sit down with myself, I realized that I wanted to get back to my entrepreneurial roots and have a real impact on real people. I wanted to help entrepreneurs and small business owners who are trying to build something from nothing, just like I was. I wanted to be the lawyer that I wish I had when I was starting out.

I don't have all the answers yet, but I'm building the firm based on the following principles and values, each of which are personally important to me:

Firm Values

Champion the Underdog

We serve every entrepreneur, even those that don't fit the traditional mold, including first-time founders, side hustlers, immigrants, blue-collar entrepreneurs, main street businesses, and anyone else who is trying to build something from nothing. We are here to help those who are trying to make a difference in the world, regardless of their background or circumstances.

No Bullies

We don't use our law licenses to intimidate smaller players or crush weaker competitors. If you have a legitimate claim, we'll fight hard for you. But we're not the firm you hire to make someone fold just because you have deeper pockets. We protect our clients from bullies, and we won't become one.

Find the Yes

Bad lawyers list all the reasons something won't work. We find solutions and creative alternatives. We are solutions focused. We are problem solvers, not gatekeepers.

Clarity Over Complexity

The system is designed to favor people those that are already winning. Often, the system is the enemy of the underdog. We fight against the complexity, the unfairness and help creators use the system to their advantage. We break down complex legal concepts into simple, actionable advice that our clients can understand and use to make informed decisions.

Make it Enjoyable

Nobody likes working with their law firm. We want to flip that and take something traditionally boring and stressful and make it positive. Clients should leave calls and meetings with us feeling energized, hopeful, and excited about their business, not drained and stressed out. We want to be the law firm that our clients look forward to working with.

Michael Blackham

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