

Merger and Consolidation Summit

- 250 Bishopsgate, London EC2M 4AA
- 6th February 2012 • 5½ hours SRA CPD

Hosted by NatWest

 NatWest



GET WORK | SAVE COSTS | RESTRUCTURE

Welcome to the Merger and Consolidation Summit

Open to all law firms but **FREE** to 360 Legal Group Members

Consolidation is underway within the legal sector and this rate of change will drastically increase exponentially over the coming year.

What will your firm's response be?

Law firms must have a clear vision of what the future holds for their practice and how to take advantage of the situation. This summit is designed for ALL law firms who are considering their strategy and future direction. The objective is to explore the options available for each individual firm:

- Staying as you are – doing nothing
- Restructuring your practice
- Alternative Business Structures – regulation and opportunity
- Growth by merger/acquisition
- Getting your capital out of your firm
- Grooming your firm for sale – does your practice have any value?
- How to reap the benefits of merger

The first ABSs could well have been approved by the date of the summit and we are delighted to have the CEO of the SRA, Antony Townsend, presenting the SRA's views on the opportunity presented by ABS.

The agenda will give law firms of all sizes a clear understanding of the options available to them as well as the need to take them.

Additional topics covered:

Understanding corporate structures; succession and exit strategies; growth by merging; post merger integration; buying a legal franchise; competing with new entrants; on line documentation, funding your strategy.

This summit is for all law firms who are considering their future options and will provide invaluable insights into all parts of merging and consolidating the legal profession

Speakers include: Antony Townsend, Chief Executive SRA; Viv Williams, 360 Legal Group; Steve Arundale, NatWest; Robert Derry-Evans, 360 Legal Group; Steve Billot, RSM Tenon; Phil Jepson, Jepson Holt; Sally Calverley, 360 Legal Group.

AGENDA - Merger And Consolidation Summit, 10.00-5.30, 6 February 2012, Bishopsgate, London

AM

Welcome and introduction

Robert Derry-Evans - 360 Legal Group

What are your options?

- Stay as you are and do nothing
- Restructuring your practice
- Growth by merger or acquisition
- Preparing to be acquired

The Legal Consequences of Doing Nothing

*Steve Billot - RSM Tenon and Christina Fitzgerald -
Matthew Arnold and Baldwin Solicitors*

- Insolvency or turnaround?
- The Legal Consequences of doing nothing

Your Firm's Strategy for the Future

Viv Williams - 360 Legal Group

Where do you go from here?

Restructuring Your Practice

Matt Wistow - Shaw Gibbs

- Including tax benefits

ABS Opportunities

Paul Harding - ABS Advisory

ABS Regulations

Chair: *Robert Derry-Evans - 360 Legal Group*

- Interview with Antony Townsend, SRA

PM

Is your strategy to Merge & Acquire?

Phil Jepson - Jepson Holt and

Bernard Seymour - Linder Myers

Preparing to be Acquired

Irwin Mitchell

- What would a potential acquirer look for?

Making it Happen

Viv Williams - 360 Legal Group and

Phil Jepson - Jepson Holt

- To include valuing your practice

How PI can affect mergers

Gary Horswell - Ntegrity and John Kunzler - Travellers

Post Merger Integration

Sally Calverley - 360 Legal Group

Funding Your Strategy

Steve Arundale - NatWest

Questions and close

Robert Derry-Evans - 360 Legal Group

*Networking/one to one appointments
available with all of above*

360 Legal Group REGISTRATION FORM

Merger and Consolidation Summit

FREE to members, £199 plus VAT for non-members



GET WORK | SAVE COSTS | RESTRUCTURE

5½ hours (SRA accredited) CPD

Firm/Company:

Address:

Postcode:

Tel:

Fax:

Email:

Participant's Name(s):

1) _____ job title

2) _____ job title

3) _____ job title

Membership costs are as follows (to be paid by standing order with no minimum period of membership):

Number of partners/owners	1 - 3	4 - 9	10+
Total fee per month (excl VAT)	£29.99	£39.99	£49.99

Send no money with this form

Upon receipt of your registration form, confirmation will be issued. Cancellations/substitutions: substitute delegates may be made at any time. Important Notice: It may be necessary to change any aspect of this Seminar such as the date/venue or less likely, to cancel an event. A full refund of any fees paid will be made automatically but 360 Legal Group will not accept liability for any other claims.

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I am already a member of 360 Legal Group	<input type="checkbox"/>	<input type="checkbox"/>
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I have a promotional code. Please place code in box	<input type="text"/>	

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- Free 2 hour practice assessment
- Free access to comprehensive accredited CPD programme
- Free fortnightly updates on industry trends and news
- Free quarterly online magazine
- Free telephone helpline
- Free 20% discount on 360 Legal Group consultancy

How to book:

Send your registration form to:

360 Legal Group, 6 Farleigh Court, Old Weston Road,
Flax Bourton, Bristol, BS48 1UR

or book online www.360legalgroup.co.uk/seminars

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