

# Merger and Consolidation Summit

- 250 Bishopgate, London EC2M 4AA
- 6th February 2012 • 6 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, 9.30-5.30, 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

6 hours (SRA accredited) CPD

Firm/Company:

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Address:

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Postcode:

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Tel:

Fax:

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Email:

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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.

Data Protection Act: We may use your details to send you information about other products and seminars. If you do not wish us to do this, please tick the box

**Please indicate below which applies to you:**

	YES	NO
I am already a member of 360 Legal Group	<input type="checkbox"/>	<input type="checkbox"/>
I would like to become a member of 360 Legal Group (s/o form to follow)	<input type="checkbox"/>	<input type="checkbox"/>
I would like to pay to attend this seminar with a one-off fee of £199 plus VAT (invoice to follow)	<input type="checkbox"/>	<input type="checkbox"/>
I have a promotional code. Please place code in box	<input type="text"/>	

**Membership benefits include:**

- 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](http://www.360legalgroup.co.uk/seminars)

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