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Legal Sector Breakfast Briefing

Preston
11 March 2020

Working with



The Law Society

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Welcome

Alex Holt, The Cashroom

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Introduction

Rosy Rourke, Legal Sector Director
Armstrong Watson

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Legal Sector Breakfast Briefing

- 8.00am - Arrival and breakfast
- 8.30am - Welcome
- 8.35am - Briefing
- 9.30am - Q & A
- 10.00am - Close

Why law firm merger discussions fail

11 March 2020

Howard Hackney

Barry Wilkinson

Rosy Rourke

A collaboration

howard hackney^{LLP}

<http://www.howardhackney.co.uk/>

 Bennett Briegal

<https://www.bennettbriegal.co.uk/>

 WILKINSON READ
& PARTNERS

<http://www.wilkinsonread.co.uk/>

 Haddon Consult

<https://haddonconsult.co.uk/>

The firms

Wolf Shark & Co Ltd

Puppy dog Kitten & Co LLP

Background information

	WS & Co Ltd	PK &Co LLP
Management	Howard Hackney	Barry Wilkinson
Job Titles	CEO	Senior Partner
Founded	1990	1865
Fee income	£7m	£7m
Partners	5	10
PEP	£250k	£125k
Staff & partners	50	70
Capital per partner	£350k	£150k
Contingent WIP in A/cs	Yes	No
Bank borrowing	£1m	Nil

The firms are totally fictitious - although based on our experiences - and any similarities to real firms is entirely coincidental



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Questions and Conclusion

Steve Lewis, Relationship Director
Barclays

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