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Legal Sector Breakfast Briefing

29 January 2020

York



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Legal Sector Breakfast Briefing

Welcome

Natalie Hancock, Relationship Director
Lloyds Bank

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Legal Sector Breakfast Briefing

Introduction

Tom Blandford, 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

Nigel Haddon

Paul Bennett

A collaboration

howard hackney^{LLP}

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



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

 **Bennett Briegal**

<https://www.bennettbriegal.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	Paul Bennett	Nigel Haddon
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

Andy Gray, Senior Civil Clerk
Dere Street Barrister

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