

# Law Mergers & Acquisitions

Business Facilitators to the Legal Profession – World Wide Client Base

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Knowledge can be  
gained from books.  
Experience is only  
gained from repeated  
performance.

## Welcome

- UK's leading and longest serving consultancy dedicated to the legal profession specializing in law practice sales, acquisitions, mergers, bolt-ons, valuations and partnership disputes
- Professional, dynamic and progressive legal facilitators
- Challenge convention and exceed expectations
- We know what we are talking about

## Our Pledge To You

Our pledge to you is based on vast understanding of sound business principles. We at Law Mergers & Acquisitions are nationally recognised as professional, dynamic and progressive legal facilitators. Our reputation precedes us at all times. We guard our reputation with great jealousy. Law Mergers & Acquisitions is dedicated to ensuring client satisfaction by offering:

- Personal attention by our Managing Director at all times
- All matters and discussions are confidential
- Law Mergers & Acquisitions will work tirelessly to obtain the best results for you, our client
- Available outside office hours

# Law Mergers & Acquisitions

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We assure you  
of our commitment.  
Our experience and  
expertise will secure  
first rate results.

## Law Practice Sales

- Ensure an efficient and stress free sale by streamlining the selling process and maximising the value of your business
- You, your client files and goodwill have value
- Get the best exit strategy for your greatest asset, your law practice
- However large or small your law practice, it is possible to receive a premium for your practice
- Turn your years of hard work into real money

## Law Practice Acquisitions

Our active database of potential acquirers has been carefully built over many years. Law Mergers & Acquisitions will help you find the right purchaser or practice to acquire. Law Mergers & Acquisitions act as third party experts during negotiations and will guide you through the acquisition process.

**Law Mergers & Acquisitions makes buying or selling a law practice a painless exercise.**

Our current list of practices for sale is featured on our website: [www.lawmergers.co.uk](http://www.lawmergers.co.uk)



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Law Mergers  
& Acquisitions will help  
you secure the right  
deal and reap  
the best rewards.

## Law Practice Mergers

A merger (or a “business marriage”) is similar to an acquisition or takeover, except that in the case of a merger, existing partners of the practices involved retain a shared interest in the new firm. Mergers are a growth strategy and can reap tremendous rewards. In order for a merger to succeed, compatibility is essential. Merging your practice isn’t an easy process and should never be pursued without ample preparation, planning and thought.

The key to a successful merger is **PREPARATION:**  
**Fail to prepare - prepare to fail!**

Law Mergers & Acquisitions act as third party intermediaries to secure the right deal.

## Business Expansion - Bolt-ons


Larger firms often focus on bolt-ons. In many cases the larger firm does not practise in the specialist area in which the new comer excels. A bolt-on can also serve to expand current departments.

Most businesses rely solely on organic means to achieve growth and success. All too often, benefits that can be achieved through bolt-ons are ignored and go unrecognized.



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The message is simple:  
get your practice properly  
valued. There are no rigid  
rules for pricing law  
practices; each must  
be valued on its own merit.

## Law Practice Valuations

Law practices are as diverse as the people who run them.

### Why does a practice need a valuation?

- Vendors can establish an “asking price” for the practice
- Practice acquisition
- You may be thinking of selling/merging your practice
- Branch office/departmental disposal
- Valuation maybe required by a financial institution
- Partnership dispute
- Death of principal/partner
- Litigation purposes - Divorce etc
- Criminal proceedings - Money Laundering

Law Mergers & Acquisitions Valuation service will provide you with:

- A fair and professional valuation
- A valuation that can be relied upon to make commercial decisions
- A balanced view of your business
- Personal approach and sound advice

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Our network of contacts will enable us to secure the most appropriate financial package.  
Unsecured loans  
- subject to status

## Raising Finance

We have contacts with specialists who offer bespoke finance at favourable rates so you are able to maximise business opportunities. Law Mergers & Acquisitions will provide a well-established, responsible approach to business with expert unbiased advice.

**How do you keep your practice moving forward without compromising cashflow?**

### Loans can be arranged for:

- Computer hardware, software, IT training
- Office equipment Telecom communication
- Vehicles
- Case purchases
- Office refurbishment
- Practice acquisition
- Partner buy-ins/buy-outs

### Various types of funding options available:

- Leasing
- Hire
- Purchase
- Practice Loan



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Success in avoiding litigation through proactive and approachable means.

## Partnership Disputes

Working in close proximity, sharing the stresses and strains of running a business can sometimes result in bitter or unpleasant situations.

Common differences of opinion include:

- Poor performance of partners
- Value of goodwill
- Classification of partnership
- Distribution of profits

As intermediaries, Law Mergers & Acquisitions:

- Will help settle disputes in an amicable and cost-effective manner
- Find resolutions to clients' predicaments which may not always be obvious

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