

Do you want to Sell or Merge your Practice

My Company specializes in working with Solicitors' Practices. We have established and developed a database of Solicitors' Practices who are interested in selling their Practices and another database of Solicitors' Practices that are interested in acquiring other Practices. We also know of many Solicitors' Practices that are interested in merging with other Practices. If you are interested in selling, merging or acquiring, we are probably one of the few, if not the ONLY, professional organisation that can help you ~ ethically, professionally and discretely ~ and, perhaps more importantly, successfully. Quote "Sell/Merge".

Finance Available

We are a major British bank providing finance and specialist funding solutions, especially for Solicitors' Practices. Unsecured loans are available for one off projects and working capital as well as leasing and hire purchase. We can also offer cash flow finance, finance for practice purchase, business protection and key man assurance, banking and cheque book accounts, merchant/credit card facilities, client account investment, disbursement funding etc. For more information, contact SNE* quoting "Finance".

Professional Printing for Solicitors

We are lithographic printers. With our 40 years trade experience, we can provide a full colour process, business stationery, booklets, NCR sets, leaflets [including this newsletter]. We have acted for National Health Service, newspapers groups, car manufacturers, the general trade, and, of course, Solicitors. Contact Allen or Nikki on 01279 876260 or nikki@apsystems.fsnet.co.uk.

Practice for Sale in an Oxfordshire Market town

We are delighted to have been retained by a Sole Principal High Street Solicitors' Practice in an Oxfordshire market town with close proximity to Oxford. This is an opportunity to acquire an exceptionally well-positioned Practice which can trace its roots back to the mid 1850s, right in the centre of this expanding town which has considerable residential housing expansion as well as increasing numbers of industrial units and estates. Although the Principal is looking to retire, he would be prepared to remain in a consultancy capacity for a short while to ensure a smooth transition. The Practice occupies a high street location of approximately 1,500 sq. ft. with security of tenure and a passing rent of £16,250 p.a. Turnover for the year to October 2004 was £350,000 and made up of Residential Conveyancing [51%], Wills/Trusts/Probate [38%], Commercial Property [6%], Landlord + Tenant [4%], plus 1% miscellaneous non litigious. Turnover for the current year is expected to be £360,000. Quote "Oxfordshire".

* ~ references to contact SNE must be done by either fax, post or e-mail as above quoting the appropriate reference.
Please do not telephone as we do not have the resources to handle telephone enquiries of this nature

Solicitors' Network Exchange

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The Networking Organisation for Professional Solicitors

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N O V E M B E R 2006 Issue

Advertise 12 times to 15,000 Solicitors for only £250

The **Solicitors Network Exchange** is a totally unique concept of Solicitor-to-Solicitor marketing and networking. Have you tried advertising in the "traditional" legal press? What sort of response do you get? Pretty appalling, I expect!! The **Solicitors Network Exchange** is a totally unique concept of Solicitor-to-Solicitor marketing and networking. As you can see, our newsletter is packed full of adverts specifically designed for Solicitors. No paid advertising. No editorial. No gossip. Just Solicitors offering their services to other Solicitors, services aimed specifically at and for Solicitors, Practices to sell, Solicitor vacancies, insurance services, merger opportunities, Solicitors looking for new positions, web sites for Solicitors, Newsletters for Solicitors, etc. So what does this all cost? A one off cost of £250 buys you all this ~ 12 issues, a free advert every month, a free mailbox service and an opportunity to change your advert every issue ~ and your confidentiality completely guaranteed. All you need to do to join is call us, phone number above, complete the application form, fax it back with your credit card details or post it back with a cheque. I would encourage you to join **The Solicitors Network Exchange** today. Where else will you get a newsletter with a free advert in every issue? If you have a product or service you would like to bring to the attention of 15,000 Solicitors, just call Ray Fox on 01494 483728.

Please visit our web sites at www.BottomLineConsultancy.com and www.InsuranceForSolicitors.co.uk

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High Street Solicitors' Practice for Sale ~ "LE" Postcode Area

We are delighted to have been retained by a High Street Solicitors' Practice in the "LE" postcode area of Leicestershire. This is an opportunity to acquire a small High Street Practice based in a busy Leicestershire market town with close proximity to Leicester, Nottingham and Grantham. Turnover in 2004 was £230,000 reducing slightly to £200,000 in the current year and was made up of Residential Conveyancing [50%], Wills/Trust/Probate [23%], Matrimonial [20%], Commercial Property [3%] plus 4% miscellaneous litigation. The business does not hold any legal aid franchises. The Principal, who has been running the Practice for over 20 years, is planning to retire and is looking to sell the business as a going concern but would be prepared to remain in a consultancy capacity for a short while to ensure a smooth transition.

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Practice for Sale ~ Essex Area/Thames Estuary

This is a small Practice in an Essex town along the Thames Estuary. This is an opportunity to acquire a very old well established Practice. This Practice was originally established in London in 1847 and a branch office was set up in this town in 1963. The current incumbent has owned it since 1975. Turnover is in excess of £50K p.a.. The revenue of the Practice is generated from a variety of sources, consisting of Residential Conveyancing [approx. 50%], Commercial Property [25%], Wills/Trusts/probate [15%], Litigation [5%] and miscellaneous [5%]. The Practice does not hold any legal aid franchises but holds upwards of 1,000 wills and packets of deeds. Contact SNE* quoting "Thames Estuary".

Practice for Sale ~ South Essex Area

Very well established Sole Practitioner in South Essex with gross fee income of £180K with 2,000 wills and 500 Deeds is looking to sell. Conveyancing [60%], Wills/Probate [30%] and Matrimonial [10%]. Principal owns freehold but will grant a lease. Large car park and networked computer systems. Quote: South Essex"

Private Medical Insurance

We are now able to offer specialist private medical insurance schemes for Solicitors' Practices, Partners, Solicitors and their support staff. Specially designed for the legal profession and particularly cost effective. We can also offer key man and general insurance. Contact SNE quoting "Private Medical Insurance".

Solicitors' Practice for Sale ~ "RH" Postcode Area, South of Gatwick

We are delighted to have been retained by a long established two partner Solicitors' Practice in the "RH" postcode area, south of Gatwick. This is an opportunity to acquire a well established Practice based in Central Southern England. Turnover for the year to June 2005 was approximately £800,000 and was made up of Residential Conveyancing [17%], Wills/Trust/Probate [23%], Matrimonial [22%], Company and Commercial (including Commercial Property) [35%] and 3% miscellaneous matters. The business does not hold any legal aid franchises. The two Partners, who have been running the Practice for over 25 years, are looking to sell the business as a going concern but would wish to be retained in an ongoing consultancy role for long enough to ensure a smooth transition. Quote: "RH Postcode area"

Practice for Sale ~ Aldershot

The revenue of the Practice is generated from Residential Conveyancing [45%], Commercial Conveyancing [25%], Trust/Probate [10%], Matrimonial [15%] with a further 5% generated from P. I. The safe holds approximately 200 wills and 500 deeds. The Practice was originally set-up in this busy North Hampshire town in 1978. The current Principal also owns the freehold of the premises and would be prepared to grant a lease or sell the freehold. Turnover from the audited accounts for the year to 30th November 2004 was £422,000 with a further £85,000 of un-invoiced work. For more information, contact SNE* quoting "Aldershot".

Do you need Archiving Space?

Established Birmingham Solicitors have purchased a large heated, air conditioned freehold building with far greater capacity for archive storing than we need. We now provide a specifically tailored low cost and serviced computerised package for Solicitors to include [1] "Deep" long term storage of boxes and destruction [2] "live file" storage of unfinished files and on-site viewing rooms [3] immediate collection and re-delivery of files/boxes [4] "extra secure" storage rooms for Deeds and Wills. Office space can be better utilised for a surprisingly nominal cost and we're pricing ourselves to attract your business. Uplifting from current storage is free. Quote "ESH".

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**Tax Consultant Available**

Would you like an “in house” tax specialist as part of your practice or to offer a tax consultancy service to your clients? I am a Solicitor, now retired from full time practice, having specialised for many years in tax advice work, and now offer my experience as a tax consultant to professional practices, so that you can offer constructive tax advice, including on inheritance tax in particular, to your individual, family and family business clients, including detailed documentation for trusts, wills, and variations. I have a full practising certificate and separate insurance and am also a Chartered Tax adviser (CTA) and a member of STEP. Through your practice, I can either advise and charge clients direct or act as a consultant, within your practice, advising “in house”. I work from home, but would normally see clients at your offices, so that the preferred areas for my consultancy would cover Central or North London, and Buckinghamshire, Herts., Middx., South Oxon +and Berkshire. Quote “MJC”.

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Solicitors Practice interested in acquiring Personal Injury claims

Oxford based Practice, specialising in Personal Injury compensation claims. We offer £250 for each referral payable when new Client returns signed paperwork to us. Law Society Personal Injury Panel Member. Quote: Personal Injury Claims”

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**Solicitors Practice interested in making acquisitions**

On behalf of Clients in Central London, we have asked to approach Law Firms with a view to a possible purchase, merger or bolt-on. They are looking for small central London or Surrey Practices who might be interested in disposing of their Practices, merging with a larger Practice or possibly bolting themselves on to another London Practice. If you are a small central London or Surrey Practice and this might be of interest to you, please let me know in the strictest confidence and I will put my Clients in touch with you. Quote: Surrey/London acquisitions.

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Web Site development

We are a specialist web site designer. We work mainly with professional practices, mainly law firms, accountants, insurance brokers, surveyors etc. When you deal with us, you’re not dealing with a bunch of nerdy techies. You’re dealing with professionals who know how professionals work. Quote “Web Site Designs”.

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Practice for Sale in a large Worcestershire village

Successful conveyancing/probate practice in beautiful Cotswold village seeks Solicitor to take over running of the business with Sole Practitioner remaining as assistant until retirement. Scope for diversification and expansion by enthusiastic applicant looking to run his/her own practice and enjoy the high quality of life that this area offers. Quote “Worcestershire”.

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**Solicitors Practice interested in making acquisitions**

Rapidly expanding ambitious law firm seeking to acquire quality business practices with partners seeking to retire in the next 1 – 3 years for a smooth hand-over. Areas sought are strong conveyancing/probate. Non – contentious, but elements of contentious happily considered. Rapid decision in principle. Please contact SNE\* quoting “Aberystwyth”.

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Space Available in Gray's Inn Square

We are urgently looking for a solicitor tenant to occupy a very large room at in Gray's Inn Square, Gray's Inn, London, WC1 for an all inclusive rental of £18K pa. We hold the lease from the Honourable Society of Gray's Inn and are permitted to have named licensees. We so far have three independent solicitors but one is leaving this week. It is a fantastic location- near Chancery Lane, Holborn and Farringdon stations, easy reach all main line rail stations e.g. Kings Cross, Waterloo, Victoria, Liverpool Street etc. Very near Royal Courts of Justice and the City. Overlooks Gray's Inn Gardens. Beautiful and prestigious address. Would suit an exiting partner from a major firm who has a following and wishes to go it alone OR, an out of town practice wanting a London presence. The sum includes all rates, water rates, electricity, office and window cleaning; coffee tea etc; telephone and voicemail rental, use of a small meeting room; opportunities for cross referral of work and back up, fire-walled own internet access and all mod cons. Ability to plug in any computer and be away. We are all independent but are a happy bunch and have the beginnings of a one stop commercial practice with differing expertises under one roof. We need someone who has been a partner and knows the score of running one's own commercial business or, someone who has successfully been on their own for some years and requires new premises or, an out of town practice requiring a London presence. Contact SNE* quoting “Gray’s Inn”.

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**Solicitors' Practice for Sale ~ North West London**

We are delighted to have been retained by a Sole Principal Criminal Practitioner Solicitors' Practice in a thriving area of North West London with close proximity to the North Circular Road [A406] as well as the M1, M40 and M25 motorways. This is an opportunity to acquire a well-established and specialised criminal practice. For the type of work they do, this is an ideal location being in the centre of a major residential conurbation, being within an easy drive to Central and West London, Ealing, Clerkenwell, Hampstead, Harrow, Harlesden, Hendon and Wembley. It is also within 10 minutes walk of a London Underground tube station. The Principal is looking to sell the Practice as a going concern as he has decided to devote his time to his other business activities although he would be willing to remain in a consultancy capacity. The premises are strategically well situated being adjacent to a local shopping area and within a short drive from the motorway network. The Firm has a Legal Aid Franchise in Crime as well as being a member of the Serious Fraud Panel. The Firm also handles work in Higher Courts for criminal proceedings. The Firm has a category one status with the Legal Services Commission. Turnover for the year to April 2004 was £1.35M but this was a slight aberration as the Firm had just completed one major case which had a significant impact on turnover. Turnover for the current year is expected to be nearer to £500,000 and is predominantly criminal related work.

Quote N W London Criminal

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**Professional Indemnity and other Insurances available**

We can provide extremely cost effective Professional Indemnity Insurance from a Law Society approved Lloyds broker. These policies are designed to cover not only Sole Practitioners and small Practices [1-4 Partners], but also medium sized Practices with between 5-25 Partners as well as the larger Practices with more than 26 Partners. In addition to offering "standard" P I cover, we can also, subject to underwriters' approval, offer you top up cover and infill cover [to cover your first loss risk]. We are also able to consider P I insurance for those Practices having had to arrange distressed cover through the Assigned Risk Pool. We have also negotiated premium credit funding arrangements with a finance house so that you can spread your premium payments over 6 or 12 months at a reasonable APR. We are also able to offer full range of other services for Solicitors' Practices, such as employers' liability, office cover, building cover, car policies, travel cover, etc. For more information, contact SNE\* quoting "Insurance" or click on [www.InsuranceForSolicitors.co.uk](http://www.InsuranceForSolicitors.co.uk).

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**Management Accounts Plus**

You have an accounts package but you need to know who is making money and who is losing it; who is meeting targets and who is below par; whether the targets are realistic or whether you will lose money if they are met. MAP is a system written by a Solicitor to present such figures to monthly Partners' Meetings. As such, it takes account of the things you need to know and your Accountant never told you. The small cost could save you thousands. It could be used to transform an unprofitable department or office into a profitable one. For further information, contact SNE\* quoting "MAP".

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**Do you need a Quarterly Newsletter?**

We are experts in marketing for the legal profession. We can supply a professionally written quarterly newsletter with the printing customised for your particular Firm. 1,000 copies printed on quality gloss paper for only £1 per copy. For more information and a sample copy, contact SNE\* quoting "Newsletters".

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**Two Partner Solicitors' Practice for Sale in the East Midlands**

We are delighted to have been retained by a long established two Partner Solicitors' Practice in the East Midlands. Turnover for the year to April 2006 is projected to be £350,000 and is made up of Residential Conveyancing [30%], Wills/Trust/Probate [23%], Matrimonial [17%], Company/Commercial [3%], Commercial Property [23%] and 4% miscellaneous matters. The business holds a family legal aid franchise. The two Partners, who have been running the Practice for many years, are looking to sell the business as a going concern and the Partners would be willing to be retained in an ongoing consultancy role for long enough to ensure a smooth transition or longer if required.

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**Consultancy for Solicitors**

Retiring from Banking at a Senior Management Level, I was asked to help a Solicitor Client and then realised what a difference I could make to profits, which has been repeated at other Firms. I now start by checking that your Banking facilities match the best available, moving to overheads and "best ideas" from other Practices. Unsurprisingly, Solicitors do not pass on their best ideas to other competitor firms, so I bring them to you, with annual improvements ranging between £50K and £150K for a 2-5 Partner Practice. I offer an initial visit with no fees if you feel my findings are of little value and I aim to put you in the comfort zone where you can lose nothing in talking. Phone Jacko Page on 07808 580969.

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Practice Valuations

There are many reasons why you might need a Practice Valuation. You might be bringing in a new Partner. A Partner might be leaving or has died. You might be thinking about selling. You might be thinking about disposing of one of your branches. You might be thinking about acquiring another Practice. You might be thinking about merging. You might need one for your Bank. You might be thinking about forming your Firm into a Limited Liability Company for tax purposes. There are very few people who have the experience to professionally value a Practice. Contact SNE quoting "Practice Valuations".

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**Mail-shots to Solicitors**

We have a database of 15,000 Solicitors and their Practices. We regularly do mail-shots to them. If you would be interested in an insert in our envelopes, we could share the postage. Provided we are not competing, we would be prepared to consider any product of interest to our Solicitor database. For more information, contact SNE\* quoting "Shared Mailings".

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Do you require more Commercial Clients

We are the UK's leading marketing consultants. To date, we have worked with over 340 law Firms generate more Commercial Clients. What we do works and we can prove it. For references and more information, quote "More Clients".

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**Expert Solicitors wanted to draft legal documents**

We are trying to provide an ever expanding library of precedent documents, primarily to be used by managers and owners of small/medium sized companies as templates that can be tailored to suit a particular purpose. In order to expand the number of documents that we can offer, we need additional expert draughtsman who can draft new sets of documents in your own personal sphere of expertise without legalise, unnecessary repetition and lack of punctuation. You will be paid a flat fee based on the numbers of words/documents produced as well as a royalty based on sales. For more information, quote: "Net Lawman".

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City Litigation Expertise without the City Fees

You may have situations which require litigation assistance. I may be able to help, by discussing your Client's needs with you and advising, in writing or by telephone. You can use me as a sounding board. You may wish my Firm to act for your client. In this event, we only act with your consent and that for that particular case. Competitive fees arrangements. Broad range of experience from commercial litigation to building and construction claims, intellectual property, insurance claims, professional negligence, defamation, insolvency related litigation, property disputes, employment, yachts and marinas, personal injury, etc. Contact Michael Vine, Michael Vine + Co. Tel; 020 8953 5428
mvine@michaelvine.com www.michaelvine.com

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**Recruitment/Headhunting Support**

Without a doubt, staff and skills shortages can have a significant deleterious effect on your Practice. If only there was a simple and inexpensive way to recruit the Solicitors you need. Traditional recruitment methods such as using employment agencies and placing advertisements can be expensive, time consuming, and, more worryingly, ineffective. What you need is a service that can find the individuals who are looking for a new opportunity and challenge, who have the requisite skills and the geographical mobility - in a word, what you need is a "Head-Hunter". If you need help recruiting the Solicitors you need, contact SNE\* quoting "Headhunting".

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Make I T Work

More Than Solutions - The Professionals I T Practice Management Company ~ helps Firms plan, implement and monitor office, business, organisational and operational changes. We also help Firms manage their business systems. We are experienced project, system and service delivery managers; managers that Firms like yours rely on to work with professional competence, tact, focus, drive and tenacity. www.morethansolutions.co.uk mts@morethansolutions.co.uk, tel: 020 8900 0333 or fax: 020 8900 9646.

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**Solicitors wanted as Non Executive Directors**

We can offer you opportunities to become a Non Executive Director. For more information, look at www.NEDexchange.co.uk or call SNE\* quoting Non Executive Directorships. Applications from Solicitors always welcome.

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**Do-it-yourself system to get more Commercial Clients**

For the past 12 years, The Bottom Line Consultancy has been helping Solicitors' Practices generate more Commercial Clients. This expertise has been encapsulated in a brand new manual which teaches you, step-by-step, the secrets of The Bottom Line Consultancy system. You be given blank questionnaires, scripts and everything you'll need to perform the telemarketing process, although you'll have to make the actual telemarketing phone calls yourself. All this is revealed for just £250 + VAT = £293.75. Call 01494 483728 or email ray.fox@virgin.net.

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New web site being launched to promote female lawyers

In the next couple of weeks, The Bottom Line Consultancy in association with Sticky Vision, are launching a new web site aimed at promoting the services of female lawyers. Do you employ female lawyers? Do you provide a service where your Clients would be particularly interested in having a female lawyer act for them, say, in matrimonial or personal injury claims. We will soon be offering advertising space on our web site where you can promote your Practices' services. Contact, quoting "Female Lawyers" for more information.

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**U K Accommodation address available**

Do you have overseas clients who require a UK correspondence address or need help being represented in the UK? We can help. Check out our web sites: [www.YourEnglishOffice.com](http://www.YourEnglishOffice.com) or [www.UKTradeAdvisoryServices.com](http://www.UKTradeAdvisoryServices.com) or just call 01494 483728 and quote "Overseas Assistance".

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More Properties Wanted

Property Development Company is looking for more "brown-field" or "green-field" sites to build houses or office developments. If you know of any waste land sites or sites ripe for development, please let us know. We are particularly interested in any old or disused petrol filling stations or pubs. Call 01494 483728 and quote "Property Developer"

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**Make £100,000 in your own business**

Make £25,000 ~ £100,000 in your own Venture Capital, Import/Export or Marketing Business. If you want to make it big by running your own Business, why start from scratch. Click on [www.estelle-alan-group.com](http://www.estelle-alan-group.com)

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**Solicitor wanted**

£4M T/O Practice based in Ipswich is looking for a Company/Commercial Solicitor as well as Solicitors with Commercial Property and/or Residential Property experience. Excellent salary and Partnership potential for the right candidate. Quote "Ipswich Vacancy".

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Offshore Company Formation

Do your Clients require Companies to be formed in a tax-free environment? Would a Corporation Tax rate of only US\$100 be of interest? For more information, look at www.StopTheTaxMan.com

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**Attention all Lawyers**

The Association of Professional Directors welcomes Lawyers and Solicitors as members. Join now and get 12 months free advertising to every other member. For more information, click on [www.ProfessionalDirectors.co.uk](http://www.ProfessionalDirectors.co.uk) or contact SNE\* quoting "Professional Directors".

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Solicitors' Practice for Sale

North Yorkshire Sole Practitioner nearing retirement age seeks disposal of Practice grossing over £200K mainly non-contentious work with minimal overheads. Would like to remain as a consultant/Partner as not past it yet!! With some modernisation and marketing and continued good service and ability, the Practice is well capable of expansion and would suit a go-ahead individual or multi-site practice seeking expansion. Quote "North Yorkshire".

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**Purchases of Solicitors' Practices**

The City Directorate facilitates the purchase of Solicitors' Practices. We build a growth record of Gross Fee Income for Solicitors, especially those reaching retirement. We plan their retirement with them by the use of tax reliefs on sale or merger. Our service includes adding an extra dimension to general/High Street practices; we provide an added-value service in tax work for Solicitors who do not have a tax practitioner. This includes high fee work for charging by the Solicitors. Confidentiality assured. Non solicitation covenant given to Solicitors. Our team includes fully qualified non-practising solicitors. Contact The City Directorate on 0207 929 3144 or [hialje@qualitext.freeseerve.co.uk](mailto:hialje@qualitext.freeseerve.co.uk).

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