

BUYING, SELLING AND SUCCESSION

CORPORATE FINANCE FOR THE OWNER MANAGED BUSINESS

We are delighted to invite you to join us for breakfast and presentation aimed at providing a clear and practical guide to corporate finance transactions. We aim to explain some of the terminology and set out the sequence, structure and timescale for transactions. Whether you are thinking of a transaction in 5 months or 5 years we will give a valuable guide to aid the process. Planning is the key to a successful deal.

**Please join us at the Kingscliff Hotel, Clacton on Tuesday 02 December 2008
where;**



Tim O'Connor, Corporate Partner, Scrutton Bland, will look at valuing and marketing a business. He will also look at Management buy outs and how these can be the answer to many succession issues. He will finish by running through the financial due diligence procedure.

Sally Hudson, Corporate Partner, Ellisons, will run through the initial legal documentation of a deal, from Head of Terms and confidentiality to the legal due diligence process.



Andrew Strickland, Corporate Partner, Scrutton Bland, will consider the structuring of a transaction including the impact of goodwill and Entrepreneurs' Relief. He will also touch on earn outs and deferred consideration before briefly reviewing the Tax Deed.

Seamus Clifford, Corporate Partner, Ellisons, will conclude the presentations with an explanation of the completion documentation for a deal. This will include the Share Purchase Agreement, warranties and the disclosure letter. He will also cover matters such as shareholder agreements and service contracts.



The timetable for the morning will be:

07:45am	Registration	08:30am	Presentations begin
08:00am	Breakfast	10:00am	Finish & opportunity to meet the speakers

**We very much hope that you will be able to attend and look forward to seeing you on the day.
To reserve your place, free of charge, please fill in the reply form and return or email
karen.smith@scruttonbland.co.uk or call on 01206 838400.**

If you would like to bring a guest or have a suggestion for a future topic, please feel free to mention this

**Topic: Buying, Selling & Succession
Corporate Finance for the Owner Managed Business**

Venue: Kingscliff Hotel . Clacton

Please complete the following details

I would be delighted to attend the seminar on **Tuesday 02 December 2008** at
Kingscliff Hotel . Clacton

I am unable to join you

My colleagues would like to join you instead/as well (please delete as appropriate)

Name:.....

Name:.....

Name(s) _____

Company _____

Address _____

_____ Postcode: _____

Tel: _____ Fax: _____

E-mail: _____

Please send me directions to **Kingscliff Hotel**

Any special dietary requirements: _____

**To reserve your place(s) please RSVP by
Friday 21 November 2008**

Please RSVP to Karen Smith by Friday 21 November 2008
By email: karen.smith@scruttonbland.co.uk or Fax back form on: 01206 838401