

Law Watch



Small Business Sales

Smith Partnership are a medium sized commercial law firm with branch offices located throughout the Midlands.

The firm provides a unique and specialist business sale and purchase service. This service has been built on the foundations of several years working within the Business Transfer arena.

We aim to dovetail the legal process with the needs and objectives of our buyers or sellers, we consider this as a prerequisite of a good quality legal service. This is how we achieve this:

- 1 Using modern technology we can take instructions to buy or sell your business irrespective of your geographical location. We simply use post, fax, email or if necessary come to see you – this way the disruption to your daily business routine is minimal.
- 2 Our fees are competitively priced. This has come as a result of extensive market research and legal cost comparisons with other firms. Please also be aware, cheapest isn't always the best!
- 3 Good communications are pivotal to the delivery of our legal service. We ensure you understand what is taking place at all stages of the transaction. We avoid where possible the use of technical legal jargon and simply use normal language. Prior to the completion of the transaction we provide you with a detailed transaction report – explaining the main issues of the transaction to you, you may find this useful when discussing the matter with either your accountant or business advisor.
- 4 Speed is key! We see ourselves as facilitators and therefore aim to complete the transaction within the timescale agreed by the parties. This we find, prevents the transaction and the parties becoming frustrated with slow progress and the inherent problems this brings.
- 5 Legal formalities are dealt with by one solicitor using our specially designed "Small Business Case Control system". This means you have one point of contact at all times and we are able to process the legal documentation with the minimum of effort, the costs savings of this are of course passed on to you in our initial estimate of legal costs.
- 6 Added Value is the cream on our legal service. We aim to steer you in the direction of many services which may be related to your business and which may benefit you directly. For example, on a sale – ensure you have an accountant to cover your tax position. On a purchase – recommend a surveyor to check the physical condition of the property is in an acceptable condition.
- 7 As our client we like to think we can build a good working relationship with you, in doing so we can get to find out your real concerns or queries and ensure that they are addressed.

We hope the above provides you with an insight into how we deliver our legal service. We pride ourselves on our expertise within this field of work and the many satisfied clients which have benefitted from our service.

For more information on Smith Partnership and our Business Transfer service please contact Dennis Thomas on 0116 247 2000 or dennis.thomas@smithpartnership.co.uk



**Dennis Thomas,
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