

expertly, professionally, friendly...

FREE BREAKFAST SEMINARS FOR LOCAL BUSINESSES

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- **Worried how your company is going to survive the recession?**
- **Need to make redundancies but not sure of the correct legal process?**
- **Are the customers who owe you money avoiding your calls?**

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Attend a free J&P legal seminar for essential tips and advice

Judge & Priestley is a well known, long established firm of Solicitors based in Bromley. We are running a series of free breakfast seminars and all local businesses are invited to attend.

These informal seminars will be hosted by our highly experienced Solicitors and will give you the opportunity to ask questions regarding any issues you may have concerning the seminar topics. A continental style breakfast will be provided and there will be the opportunity for you to meet up with other local businesses.

THE SEMINARS

1. Top legal tips for surviving the recession

Tuesday 23 June (8am – 9.30am)

More than 65 firms a day went out of business last year and statistics show that there were 23,879 business failures in 2008 – a rise of 30% compared with 2007.* With this in mind, it's vital that companies are doing all they can to protect themselves.



This seminar will look at how companies can use the law to ride out these difficult times.

It is a sad fact that many companies go under because they have cash flow problems and not because their liabilities exceed their assets.

Attend this breakfast meeting and we will show you how to make your terms and conditions help your cash flow. Find out how you can best secure payment from your customers.

We will also give you our best tips on surviving when cash flow is tight.

Topics on the agenda include:

- Using terms and conditions of business to help you
- What you need to do so you can get your product back if the buyer goes insolvent
- Securing payments
- Charging late payment interest
- Raising finance in difficult times

*Statistics taken from research by Experian

2. Redundancy - how to reduce staff numbers and comply with legal guidelines

Tuesday 30 June (8am – 9.30am)

In these difficult times, many companies are making staff redundancies or reducing working hours. This seminar will give details of all the legal guidelines, implications and laws that need to be followed when making staff cutbacks.

With such challenging trading conditions, employers cannot afford expensive employment tribunal claims, so conducting any redundancies properly is very important.

This seminar will outline the various requirements for fair selection and consultation procedures that employers need to follow when making an employee redundant. This includes the 'minimum standards' stipulated by legislation and identifying the key 'do's' and 'don'ts'.

Topics on the agenda include:

- What is a redundancy situation?
- Minimum statutory time limits
- The redundancy process – selection criteria, consultation period and substantive fairness
- Statutory discipline and disciplinary procedures (Employment Act 2008)
- Redundancy settlements
- Compromise agreements
- Alternatives to redundancy



3. Recovering debt - are you acting quickly enough?

Tuesday 7 July (8am – 9.30am)

Research has shown that debt of up to 30 days has a 98% chance of recovery. This reduces to 59% at 6 months and then to only 13% when the debt is 2 years old.*

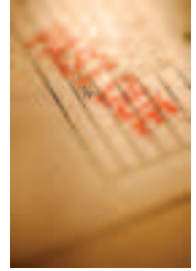
With so many companies currently struggling to keep afloat, the key to successful collections is making sure you have a solid and efficient recovery process.

This seminar has been created to provide ideas and advice on how to deal with late payers and customers who are 'avoiding your calls'.

In these difficult times, there is a fine balance between collecting what you are owed and not damaging the relationship with your customer. The seminar will show you how to recover payments in a firm yet fair manner whilst still protecting the relationship with your customer.

Topics on the agenda will include:

- Successful debt recovery - can you afford not to?
- How to collect debts cost-effectively
- How to collect debts and pass the cost to the debtor
- Statutory late payment charges explained



** Tony Ash, CCM Magazine, November 2008*

ABOUT JUDGE & PRIESTLEY SOLICITORS

For 120 years Judge & Priestley Solicitors has been providing clients with expert and professional legal advice. We offer a full range of legal services for both commercial and private clients. Whatever your commercial needs, our specialist Solicitors are on call to ensure that you have the best legal advice to hand.

Whatever the size of your company, we will ensure you are minimising your risk and protecting your investments, whilst complying with all commercial legal requirements.

Our commercial client services include contracts; disputes; debt recovery; commercial property; employment law; partnership and shareholder agreements; management buy-outs; business start-ups and structures.

HOW TO BOOK YOUR PLACE

Yes! Please register me for the following seminar (s)

- Top legal tips for surviving the recession**
- Redundancy - how to reduce staff numbers and comply with legal guidelines**
- Recovering debt - are you acting quickly enough?**

Name:	
Company:	
Address:	
Postcode:	
Telephone:	
Email:	

Please complete and fax back to 020 8464 3332
Alternatively, please email ssmith@judge-priestley.co.uk to confirm your place

CONTACT US

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