



Helping Businesses

**WARNERS**  
solicitors

modern thinking  
traditional values



In recent years we have witnessed the successful growth of our commercial teams and are now recognised as one of the leading business and commercial advisers in the South East.

Our commercial practice provides legal advice to a broad spectrum of clients including a premieriership football club, property developers, educational establishments and a variety of other businesses both large and small.

Our clear legal thinking, proactive approach and business understanding of our clients' needs are the main factors in the success of the Warners commercial team. Whether you require one-off legal advice or advice on a regular basis, our solicitors are equipped to handle anything you may need whilst providing the service you expect.

This brochure outlines the variety of legal services that Warners offers to help our commercial clients. For further information on any of our commercial services or to discuss how we can assist you please contact us direct or visit our website [www.warners-solicitors.co.uk](http://www.warners-solicitors.co.uk).

In the last two years we have advised more than 3,000 businesses and helped them deal with their legal problems. We believe we have made a significant contribution towards their overall success.

We can deal with a wide variety of commercial transactions from management buy outs to large scale property developments; from drafting employment contracts to advising on partnership disputes.

modern technology  
traditional common sense



## Commercial and Company Services

Whether you trade as a sole trader, partnership, LLP or a limited company you will need to operate within the ever expanding and complex legal framework that affects commercial life. The Warners commercial teams have grown to meet these demands and provide a comprehensive range of services tailored to meet the requirements of a broad range of businesses, all of which require a high standard of legal support at a realistic cost.

Many new businesses experience problems when they fail to take advice early on. Our teams of specialists are able to give you an edge in the increasingly competitive world by providing practical, jargon-free advice on a variety of issues when starting a new business. Whatever legal structure you use to trade, we can assist with drafting the relevant documentation including partnership agreements, shareholders' agreements and LLP members' agreements.

We can also advise on other legal issues that you will need to consider when starting to trade such as how to protect your ideas and drafting standard terms and conditions of trade or more complicated trading agreements such as distribution, agency or franchise agreements. As your business expands our teams can provide legal support and assistance on the legal issues that you may encounter. The commercial teams have experience in dealing with a wide range of industries and understand the many commercial aspects that may impact on your legal requirements.

Warners prides itself on providing a consistently high standard of service. To achieve this we recruit first class lawyers who are experts in their specialist fields. Our staff are trained to the highest professional standards and are valued for providing practical, cost-effective advice, with a flair for considering imaginative solutions. In addition, our continued investment in the latest technology improves efficiency. This allows us to respond to your requirements as promptly as possible, without compromising the quality of the advice.

## Debt Recovery

Cash flow is the lifeblood for any business. Poor credit control and ineffective debt collection systems can have a crippling effect on what could otherwise be an efficiently run and successful business. At Warners, we understand the importance of acting fast to prevent small problems from escalating into larger ones and ensuring that the right systems are in place to prevent debts arising in the first place.

If you have difficulty getting paid, we can help you on a range of issues including advising on the chances of recovering a bad debt, pursuing your debtors for payment and negotiating on your behalf. If necessary, we can also call on our team of litigators to pursue the issue through formal court or insolvency proceedings.

modern efficiency  
traditional care



## Commercial and Business Disputes

Problems in the workplace, whether they involve your customers, suppliers or colleagues, inevitably occur from time to time. To avoid a disruptive and potentially damaging dispute, we have a strong team of experienced lawyers who can help you on all aspects of commercial litigation to avoid or rectify such situations.

Whatever the issue, whether it be a property dispute, a failure of a supplier or an intellectual property issue, our team has the expertise to consider all the facts and commercial considerations carefully and advise you accordingly.

Whenever possible it is our objective to seek a commercially realistic solution for our clients. Often, by acting swiftly a problem can be resolved without the need for court proceedings. If, however, court proceedings become necessary, we are able to conduct the matter from beginning to end in a constructive and practical manner.

We are aware of the benefits of mediation and we will discuss this with you at the earliest opportunity.

## Employment Advice

Employment law is more complex now than it has ever been. Employers all over Europe are struggling to get to grips with their responsibilities following the countless new regulations that have been introduced during recent years.

In response to the demand for increasingly specialist advice, Warners has an Employment Law Unit made up of expert lawyers from both commercial and litigation backgrounds, whose aim is to provide an efficient, proactive and commercial solution to any employment issue.

The Unit can assist you with the preparation of employment contracts which not only fulfil your statutory obligations, but also importantly strengthen your position as an employer. We advise on disciplinary and grievance procedures and work with you to conform to statutory and ACAS guidelines. We can help in handling fair dismissals or resolving claims for unfair dismissals and redundancies. If it becomes necessary, we also have experienced advocates who are able to represent you at the Employment Tribunal to defend proceedings brought by an employee.

Warners prides itself on the consistently high standard of service that all our clients can expect to receive. To achieve this we recruit first class lawyers who are experts in their specialist field.

Our staff are trained to the highest professional standards and are valued for providing practical, cost effective advice, with a flair for considering imaginative solutions

In addition, our continued investment in the latest technology improves efficiency. This allows us to deliver high quality advice as speedily as possible, without compromising client care.

We have a wealth of experience in the business and commercial world at Warners, and our commercial team places great emphasis on getting to know our clients' businesses.

In this way we are able to consider legal problems in the context of the wider commercial implications for the business, giving us the ability to provide user friendly, practical advice in order to achieve our clients' commercial objectives.

modern practice  
traditional skill



## Mergers and Acquisitions

If you are looking to sell your business or expand by acquisition, we can advise you on preparing for the sale or purchase, and can handle negotiations and the documentation throughout the whole process.

Warners corporate teams have considerable experience in dealing with a wide range of corporate transactions within various different industries, from multi-million pound disposals of established corporate groups and complex management buy-outs and buy-ins to purchases of small sole-trader businesses.

We understand the legal and commercial issues that can arise during a sale and purchase process and the corporate teams always seek to manage transactions as efficiently as possible whilst maintaining high levels of confidentiality.

The teams can work closely with your other professional advisors, including tax, banking, accountancy and corporate finance advisors and have established an excellent reputation amongst respected advisors in the region. We are also able to call upon expertise from the property and employment law teams within the firm to provide guidance on any issues in these areas that may arise.

## International Legal Assistance

Warners is a founder member of the Alliance of Business Lawyers (ABL), which is an international network of European law firms with whom we have a close association. Being part of the ABL enables us to refer clients who require legal advice abroad to law firms throughout Europe and indeed further afield that have the same philosophy in relation to client care as we do. We are happy for our clients to either deal directly with a member firm or through us, whichever is more convenient for the client.

ABL is also involved with a sister European and world-wide network of accountants and if you require accounting or tax advice overseas, we have a representative in most jurisdictions that we can put you in touch with.

modern service  
traditional quality



## Commercial Property

Warners has extensive experience and an excellent reputation for providing commercial property advice and handling a diverse range of transactions. The Commercial Property team is one of the largest in the firm and has lawyers who specialise in dealing with specific areas of commercial property law for a variety of different clients.

We work with commercial investors involved in property transactions worth millions of pounds. We also deal with the acquisition and sales of large scale property investment portfolios.

We have considerable expertise in advising both residential house builders and commercial developers, working with them from the initial planning phase and acquisition stages of development sites, through to the eventual successful plot sales.

Warners works with businesses and individuals, advising them on granting and taking leases, on straightforward property sales and purchases, and on issues relating to the occupation of their premises. More specifically, we advise on the technical and complex areas of landlord, tenant and planning law.

Whatever the issue and whoever our client, our objectives remain the same; to look out for unexpected pitfalls, to safeguard our client's future interests and to ensure that the deal goes through as smoothly as possible.

## Agricultural Law

### Property and Land

Within the Commercial Property team we have lawyers who are able to assist you with a number of specific issues relating to agricultural property and land, including (but not exclusively) letting agreements, alternative uses of land or premises, development and planning issues, the structure of your business and refinancing.

### Tax Planning

Our capital taxes planning team is made up of specialist lawyers who can advise on the implications of inheritance tax, capital gains tax, pre-owned asset tax and stamp duty land tax, including advice on the best way to structure your agricultural business from a tax point of view.

## Why Warners?



### Lexcel Quality Mark

The Law Society have awarded Warners the prestigious Lexcel Quality Mark. One of the key features of a Lexcel accredited practice is the focus on client care and customer service which means that you, as our clients, have the firm's commitment to providing you with the best quality services. The Law Society have designed rigorous standards to ensure best practice in the way this firm manages itself and serves you, our clients, and they regulate those standards. For more details on the Lexcel Quality Standard please talk to any of our lawyers or our Lexcel Co-ordinator here at Warners or visit the Law Society's web page.

### Primary Contact

All clients at Warners are allocated a "primary contact" who will have overall responsibility for your work. Although other lawyers may deal with some of your work when necessary, your primary contact will provide continuity and will be familiar with your needs at all times.

### Specialisation

To reflect the complex, ever-changing nature of the law, Warners has recognised the increasing need for specialisation. Long gone are the days where one lawyer, however experienced, could advise a client on different areas of the law. As a result you may find that your first point of contact at Warners hands your matter on to a colleague who is better able to help you with your specific problem. We want to offer you the best possible service.

### Commercial Awareness

As a business ourselves we understand the pressures faced by commerce and industry in today's business world. In providing legal advice, guidance and support to the business community, we focus not just on "the law" but also on the commercial objectives and targets of each business we work with.

### Testimonials and Recommendations

If you have not used Warners before and you would like to hear about us from an objective point of view, please let us know. Many of our clients will be happy to talk to you about the service we have provided for them and are willing to share their experiences of working with us.

#### Private Client Services

Please see our Helping Individuals brochure for further information on how Warners can help you with your legal issues.

Wills and Probate

Residential Property

Trusts and Tax Planning

Family and Matrimonial Problems

Employment Disputes

Civil Litigation

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