



# Lyndales

SOLICITORS

[www.lyndales.co.uk](http://www.lyndales.co.uk)

## Our Five Golden Promises

At Lyndales, we've been helping clients buy and sell companies and businesses for many years, so we know only too well how frustrating and fraught the whole process can be, especially if your client has not been through it before.

Many clients are perplexed at the extent of the due diligence, the volume of paperwork and the general complexity of the whole process. We have a wealth of experience in buying and selling companies and can confidently provide your clients with our Five Golden Promises:

**1. A free 1.5 hour meeting to:**

- meet the team at Lyndales;
- explore the transaction and ensure that your client's requirements, objectives and timetable for the transaction are understood;
- air any concerns about the transaction and point out any particular aspects you want us to focus on; and
- agree a fee structure.

**2. Relationships** – Company and business sales and purchases involve a constant and often intensive level of communication not only between your client's solicitors and your client, but also with you as their accountants as well as any other professional advisors working on the transaction, including maintaining the best possible relationship with the professional team of the other party. Lyndales believe that by fostering good relationships and working closely with all those involved in a transaction, it is much more likely that difficulties can be ironed out and solutions found.

**3. Access** – Speed of response, understanding the commercial pressures and the transaction's importance to your client are uppermost in our minds when dealing with a company or business sale or purchase. The requirement for access to the Lyndales team outside office hours is

therefore entirely understood although unlike many firms we rarely charge premium fees for working outside normal office hours.

- 4. Competitive Fees - Understanding the fee structure** – We will work closely with your client to provide a fee structure which is suitable for them, whether this be a fixed fee or a fee based on our time charges. We will ensure that your client understands and is comfortable with our fee structure and we are always happy to break down and explain how we arrive at our fees. This includes catering for when a transaction goes abortive. In any event, we monitor fees closely and we will keep your client appraised of the fee levels on a regular basis based on the work undertaken and time spent.
- 5. Size matters** – Too many clients feel that they need the size and man (or woman) power of the larger firms to get the required level of service. For larger transactions (over £20 million say), that may well be the case but for most transactions Lyndales can equal, if not better, the service and often at a cost that will save your client's money.

Our core business team of Stanley Harris and Maung Aye are highly experienced in corporate matters, having acted on numerous acquisitions and disposals together with advising generally on company matters. In any transaction they can combine their expertise and experience with any of our other specialists in property, employment or intellectual property.

#### **and finally**

Our centrally located London offices with our smart suite of meeting rooms and our "can do" attitude will give your clients the confidence and enthusiasm to ensure a successful outcome to any transaction.

If we can help one of your clients or you require further information about our services call either Stan or Maung on 020 7391 1000 or e-mail:

[stan@lyndales.co.uk](mailto:stan@lyndales.co.uk)

[maung@lyndales.co.uk](mailto:maung@lyndales.co.uk)

or visit our website: [www.lyndales.co.uk](http://www.lyndales.co.uk)