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## Talk to the experts

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Excellent lawyers, excellent results



“sufficient depth of people and breadth of expertise to react quickly and effectively”

## Dedicated to *delivering* the best legal advice

**B P Collins is a consistently successful full-service law firm which delivers robust legal solutions for both commercial and private clients.**

We specialise in tailored, innovative and effective legal advice for all our clients – from business start-ups to multi-nationals, from successful entrepreneurs to retired professionals.

That we are so effective comes down to the considerable expertise of our people and the way we work with you.

Whether we are securing a complicated international acquisition or supporting your individual legal needs, our deep understanding of the law and our personal commitment make the difference.

“B P Collins has proved to be an excellent partner for our company. Their involvement has been invaluable in driving some key contracts to closure, and they have sufficient depth of people and breadth of expertise to ensure that they can react quickly and effectively as and when needed.”

## The ability to secure the right results

**B P Collins has the capacity and depth of expertise to serve our clients well.**

With more than 50 lawyers, our services cover:

- Commercial Property
- Corporate and Commercial
- Employment
- Environment
- Family
- Litigation and Dispute Resolution
- Private Client
- Residential Property
- Technology and Intellectual Property

In addition, many of our team are recognised regional leaders or national experts<sup>1</sup>.

Our reputation is very strong. We are independently rated among the top regional firms in the UK<sup>2</sup> and our performance bears comparison with any City firm. Yet we provide an accessible local service which is quick to respond, reliable and personal.

B P Collins has been accredited with the Law Society's Lexcel practice management standard continuously for many years, so you can be confident we meet the highest management and client care standards.



<sup>1</sup> Chambers UK Experts In Field and The Legal 500 Rated and Recommended

<sup>2</sup> Chambers UK, A Client's Guide to the UK Legal Profession and The Legal 500

## A proven *reputation* for representing clients effectively

B P Collins is all about achieving the best possible outcome for our clients, whether they are private individuals or organisations. We have a solid track record of:

- winning cases,
- solving clients' problems,
- safeguarding clients' interests and
- giving clients peace of mind.

For more than 40 years, the firm has developed an enviable reputation for competence and quality.

We consistently achieve and exceed our clients' expectations – in our most recent client satisfaction survey, 89 per cent said they were satisfied or very satisfied with the service received from B P Collins and would recommend our services.

We are proud of the fact that the majority of our business is generated by referrals from existing clients and from other professional firms.

"We are delighted with the professionalism and level of expertise that has been demonstrated by the team at B P Collins. At all times, their attention to detail and comprehensive approach remains consistently high and we would confidently recommend their services."

## The right results for our clients

A privately owned business approached us when it became apparent that the founding shareholders were no longer contributing equally to the developing business.

In response our Corporate team conducted sensitive and careful consultations to understand all the issues involved. We then developed a shareholding structure acceptable to all parties. The result locked in the current value for the original shareholders, enabled them to plan their exits, and made new shares available to incentivise and reward those who will be contributing to growth in the future.

Another client approached us for succession planning and the redistribution of wealth – rather than control – to younger members of the family.

We were able to satisfy the need for retained control, at the same time reducing the value of shares passing on death. We also advised on the scope for reorganising the company structure to maintain the availability of business property relief.

“ We developed a shareholding structure acceptable to all parties. ”

In another instance where director-shareholders had fallen out, our expertise in company and employment law enabled us to help clients move on to create new businesses, without falling into the many traps that can await those starting up in competition.





“a prompt and efficient service, supported  
by good advice when required”



## Enduring *relationships* which lead to outstanding service

**B P Collins works closely with clients and listens carefully to what they have to say.**

This leads to a thorough understanding of all their issues, objectives and expectations and enables the firm to serve their interests better.

We make time to listen and talk to clients. We pride ourselves on always being available to you, even if it is just for a brief conversation on how things are going. It leads to a particularly personal service.

Our staff turnover is low. This means that our clients benefit from a consistent and enduring relationship with our lawyers. Some of our clients and staff have been with B P Collins for more than 30 years.

The results we deliver are a product of getting involved and being committed to your outcome. It also means we are tenacious in achieving your aims.

“B P Collins has looked after the affairs of my family and business interests for over 30 years. They have always provided a prompt and efficient service, supported by good advice when required. I have always found the staff to be friendly with high levels of skill and the range of expertise the practice has developed is now a significant benefit.”

## The benefits of continuity

**B P Collins has acted for one particular family for eight years, over which time the continuity of the relationship has ensured coherent and timely advice whenever required.**

Initially we were brought in to arbitrate a tax-efficient settlement between two members of the family over the distribution of assets between them. Subsequently, we continued to act for one of the family members and his family in the organisation of business affairs, and in relation to each family member's personal affairs.

Our work has included complex property issues – in particular removing assets from trust arrangements, dealing with adverse possession risks, and seeking licensing approval in the face of local opposition.

Using our breadth of expertise, we have also advised the family on various business structures that would limit risk, facilitate the transfer of assets between generations and ensure that individual wills follow agreed succession plans.

# Problem solvers who *deliver* beyond expectations

B P Collins is an innovative and creative firm, as well as being flexible and responsive. This can bring significant benefits to our clients.

We assemble teams of specialist lawyers to make the best use of their combined skills and expertise on your behalf. This helps us construct comprehensive and often creative legal responses, and means you derive the most value from your relationship with us.

Moreover, because we know existing and emerging law so well, we have the confidence and the depth of understanding to tackle contentious issues and to push the boundaries of new law. We have handled a number of ground-breaking cases.

“B P Collins offers us excellent client focused service. On numerous occasions I have needed advice or a matter dealt with immediately, B P Collins always oblige and consistently apply their high professional standards to everything they do for us.”

## Creating innovative solutions

Our client, a Channel Islands based company, needed advice when an aircraft it owned crashed overseas.

They sought our help in negotiations with underwriters to settle the claim.

Initially we agreed the form of a repair agreement and the underwriters appointed a UK company to carry out the work. However, after considerable delays the repairer was pulled off the job which was too large for them to handle – something the underwriters should have known when they approved the repairer’s appointment.

B P Collins subsequently issued proceedings against the repairer for damages, to compensate our client for losses arising from being unable to

use its aircraft. We obtained judgment but the repairer went into insolvent liquidation.

“ Using our deep knowledge of the law we found an innovative solution. ”

We then started an arbitration process against the underwriters. They promptly offered a settlement which we felt was insufficient. Using our deep knowledge of the law we then used a clause in the arbitration agreement to have the arbitration based on the law of a rarely used jurisdiction.

This delivered a highly innovative solution which is likely to achieve a good settlement for our client, in uniquely adverse circumstances.





“empathetic, sensitive to the needs of each situation, completely reliable and honest”



## Where you can *reach* us

**B P Collins handles legal work for a wide cross-section of clients.**

We serve owner-managed businesses and PLCs; charities and other non-for-profit organisations; successful executives and professionals, as well as other individuals with significant assets. We often work with clients across both their business and personal needs.

B P Collins is conveniently located to handle your legal requirements. Based to the west of London, our easily accessible offices in Gerrards Cross are close to the M25/M40 interchange and City rail links, as well as Heathrow airport.

Our location enables B P Collins to deliver a 'City-quality' legal service – but not at City prices.

“I would have no hesitation in recommending B P Collins. They are empathetic, sensitive to the needs of each situation, completely reliable and honest, highly professional and willing to go beyond the call of duty.”

## Your legal solutions begin here

**Working with B P Collins is a refreshingly straightforward experience for our clients.**

We will listen carefully to your issues, and determine how best we can help. We will advise you honestly, plainly and respectfully.

We believe in courtesy at all times and are always here to help. At the same time we are tough enough and shrewd enough to safeguard your interests whenever that is required.

We 'go the extra mile' to deliver results and our involved, committed approach guarantees you a high level of service at all times.

To put your legal issues in our exceptionally capable hands, contact the team at B P Collins.