



mlmAccomplish

A KNOWLEDGE INITIATIVE FROM



RECOVERY & RESTRUCTURING
SUPPORT FOR PROFESSIONAL
SERVICE PROVIDERS

A partnership approach to accomplishing
your clients' financial objectives.

mlmaccomplish.co.uk #mlmaccomplish

Supporting your clients when they are in financial distress

The challenges presented by the recession have been felt by both businesses and individuals across the UK. As a fellow professional services provider we appreciate that your clients' financial position can impact upon your business.

The economic uncertainty continues to have a far reaching impact on business clients as well as individuals. Many businesses are frustrated in their attempts to source refinancing as factors such as high borrowing costs, high overheads, onerous credit terms and bad debts contrive to cause cash flow issues which can threaten short term viability. Increased living costs and volatility in the housing and job markets have led to a reluctance or inability to spend and this, as well as compounding the problems facing business, is indicative that households are feeling the financial squeeze.

We understand that facing up to financial challenges can be an extremely difficult and stressful time for clients. At the same time we also realise that business recovery, restructuring and debt advice may not be something you deal with on a regular basis. Even if you are willing and able, legislation may dictate that you are not authorised to provide advice. The ability to refer your clients on to a leading recovery and restructuring expert, without compromising your existing client relationships, enables the options to be explored in full with a plan developed and agreed which satisfies your client, the creditors and your business.

mlm Accomplish: Created for you

At mlm Solutions we have developed a reputation as being a leading recovery and restructuring boutique committed to delivering innovative solutions. We take great pride in working in partnership with accountants and lawyers across the UK to assist businesses and individuals in financial distress.

We are committed to supporting you, as an existing or prospective referral partner, and your clients with pragmatic and cost effective advice. We do not offer audit, tax, corporate finance, wealth management or legal advice so you can have the peace of mind that we will complement your offering without the risk of you losing your client. The knowledge we have gained in developing mutually beneficial relationships with our partners has enabled us to develop mlm Accomplish, a **FREE** knowledge offering for accountants and lawyers across the UK.

What is mlm Accomplish?

- » Free 30 minute access to a restructuring professional to discuss, in confidence, any current issue or case you are concerned about
- » Free, no obligation, case and options review with you and your client
- » Access to www.mlmresolve.co.uk, our dedicated microsite containing articles, blogs and videos
- » Invitations to attend Continuous Professional Development (CPD) seminars delivered throughout the UK
- » Access to our library of online CPD learning modules
- » Access to our mlm insight briefings
- » Access to a private LinkedIn Group
- » Agreed protocol for reciprocal referrals / instructions



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Why mlm Solutions?

Referral Partner

We respect our referral partners and the challenging environment within which we all operate. As such, we want to provide you with the peace of mind that we are the best placed advisor to assist you when your clients need specialist recovery, restructuring and debt advice.

- » Offices in Scotland and England
- » Experienced in supporting accountants and lawyers across the UK
- » Boutique firm so no risk of you losing clients
- » Directors all have extensive big firm backgrounds
- » Two Directors occupy senior roles at the Insolvency Practitioners Association (IPA)
- » Highly competitive fee structure without compromising on quality
- » Committed to identifying and recommending best solution for clients
- » A rescue culture underpins our approach
- » Represented IPA on various government working groups, including the group tasked with modernising the Insolvency Rules

Client

We understand that facing up to financial challenges can be an extremely difficult and stressful time. However, there are options available and we will help your client, be it an individual or business, take control of their finances and, where possible, get them back on the road to financial recovery.

- » Telephone coverage until 11pm during the week and 8pm at weekends
- » Free, confidential and no obligation, 'options review' consultation
- » Empathetic team committed to providing open and honest advice
- » Recommend solutions to help meet your clients' financial objectives
- » Provide fair pricing and transparency on costs
- » For unincorporated businesses and individuals we will develop a bespoke debt management plan
- » Single point of contact throughout the case

Scope of services

- » Administration (inc pre-pack)
- » APN Search
- » Bankruptcy
- » Business Restructuring
- » Company Voluntary Arrangements
- » Corporate Simplification
- » Debt Arrangement Scheme
- » Directors' Duties
- » Forensic Accounting
- » Individual Voluntary Arrangements
- » Liquidation
- » LPA Receivership
- » Members' Voluntary Liquidations
- » Money Laundering Identity Check
- » Non-Statutory (Informal) Solutions
- » Options Advice
- » Partnership Voluntary Arrangements
- » Sequestration
- » Strategic Exits
- » Trust Deeds

Client issues we have resolved

CLIENT	PROBLEM	SOLUTION	RESULT
Largest steel fabricators in West of Scotland.	Company ran into major money troubles under previous management which was, in part, due to the flat renewables market.	Helped the board to agree a company voluntary arrangement (CVA) with its creditors.	The CVA, which will see the business repay 65 per cent of its debt over five years, saved the company and its 60 skilled employees.
Livestock haulage business.	Business had grown rapidly and, having invested in building new premises, was unable to repay an HMRC VAT debt.	Agreed a Debt Arrangement Scheme (DAS) with creditors.	The DAS stabilised the business, safeguarding 22 jobs, which allowed it to attract fresh investment and manage the debts.
Sole trader of profitable cleaning business.	Individual lost two substantial contracts after clients switched to a larger supplier who offered lower prices.	Assisted the debtor in applying for his own bankruptcy.	The debtor maintains a monthly contribution towards his bankruptcy and, with a third party (his wife) buying out equity in the property, he has saved his family home and is dealing with his debt situation.

Helping you achieve your CPD requirements

A key part of mlm Accomplish is the provision of **FREE** CPD. We deliver seminars across the UK which aim to improve the knowledge and awareness of accountants and lawyers in relation to recovery and restructuring.

At mlm Solutions we appreciate that due to business, personal or logistical reasons it is not always practical to attend face to face seminars. As part of our commitment to make our CPD content available to all, we record our seminars and offer them as online learning modules. By completing and submitting the short multiple choice questionnaire you can, depending on the requirements specified by your professional body, achieve CPD hours. Please visit www.mlmaccomplish.co.uk for details of our planned events and online modules.

For further information email accomplish@mlmsolutions.co.uk or call 0141 228 1318.

GLASGOW OFFICE

7th Floor
90 St Vincent St
Glasgow
G2 5UB
Tel: 0845 051 0210

EDINBURGH OFFICE

Forsyth House
93 George Street
Edinburgh
EH2 3ES
Tel: 0845 051 1616

LIVINGSTON OFFICE

Alba Innovation Centre
Alba Campus
Livingston
West Lothian
EH54 7GA
Tel: 0845 051 1616

LONDON OFFICE

3 More London Riverside
London
SE1 2RE
Tel: 0203 283 4414

FIFE OFFICE

Rosyth Business Park
16 Cromarty Campus
Rosyth Europark
KY11 2WX
Tel: 0845 051 1616



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**mlm Accomplish is a knowledge offering
for accountants and lawyers in the UK.**

As part of our partnership approach we are proud to provide free, unrestricted access to mlmaccomplish.co.uk, our dedicated microsite containing articles, blogs and videos relevant to accountants and lawyers based in the UK. We also provide CPD seminars which can be attended in person or completed online via mlmaccomplish.co.uk. Our aim is to highlight our expertise, develop positive brand advocacy and cultivate relationships and mutually beneficial opportunities.