

# LANDERS | THE ACCOUNTANTS

**Subject:** 'How to sell (or buy) a business in turbulent times'  
**Date:** 19 November 2009  
**Time:** 8.30am for 9.00am to 11am  
**New Venue:** The Inn at Woburn, George Street, Woburn, MK17 9PX

Just because banks have less money and the economy is difficult doesn't mean that businesses aren't being bought and sold, at an increasing rate. This seminar will explore practical pointers and cover up-to-date market trends from experts in the sale and acquisition market. We will look at pre sale grooming, the drivers of value, the increased presence of overseas buyers and the opportunities that this presents.

We will focus on the practical tax planning aspects, and give an outline of key legal considerations before, during and after the sale or acquisition process.

Speakers: **Mike Halls, Managing Director, Beer Mergers Ltd** – an independent privately owned firm, providing a full corporate advisory service to the SME market.

**Stewart Matthews, Solicitor & Senior Associate at Neves** – specialises in commercial & corporate work including business sales & acquisitions

**Chris Floyd, Tax Manager, Landers Accountants Ltd** – our very own tax planning specialist, ex HMRC (Solicitor's Office).

FREE places – book now by calling Ellen on **01525 873922** or email [ellen@landerstheaccountants.com](mailto:ellen@landerstheaccountants.com) or return the enclosed faxback.

## Sharing is allowed!

Of all the people that you know in business, why not invite two or three clients or suppliers that you think might benefit from coming along to the Business Builder Forum? You can add their details to the attached form and we'll be delighted to see them. The Business Builder Forum could make a real difference to how you run your business. Why not come along to find out how?

Please reply by Friday 13 November 2009

Landers Accountants Ltd

Chartered Accountants  
Church View Chambers  
38 Market Square, Toddington  
Dunstable, Bedfordshire, LU5 6BS

T: 01525 873922 F: 01525 872509

Registered in England and Wales  
Company No: 04917578