

Firm mergers, acquisitions and affiliations

The commercial environment in which legal firms currently operate provides many opportunities for mergers, acquisitions, divestments, and affiliations with other firms.

Julian Midwinter & Associates can help your firm mitigate associated risk and maximise your chances of finding the right connection. We ensure a successful and long-term match, positioning you for the future to keep valuable clients and win new business.

As high-level, seasoned professionals, experienced consultants and business directors, we are fully conversant with the special issues and needs of lawyers and their firms, we take a strategic approach to merging, acquiring, and selling legal practices. We are respectful of people's time and offer confidential guidance and practical counsel and support, throughout the entire process.

You can call on Julian Midwinter & Associates for savvy counsel and support to:

- identify criteria for a successful merger or acquisition
- clarify intended benefits and outcomes
- list potential candidates, drawing on our extensive database, network connections, market intelligence and other specialist resources
- assess, evaluate, and rank potential interest
- organise and present your credentials in an information pack
- review, assemble, and analyse important information on all aspects of a law firm, including service capabilities, marketing, financial statements, client lists, fee projections, competitive positioning, human resources, information technology, firm history and culture, administrative infrastructure, premises and facilities
- identify and risk manage likely obstacles
- facilitate approaches to firms
- ensure discussions are confidential
- manage preliminary discussions
- facilitate negotiations to conclusion.

We ensure that mergers, acquisitions, divestments, and connections can be strategically approached with greater confidence. We emphasise incisive analysis, clear headed decisions, and risk minimisation. The result is sustainability and better financial returns.

For a confidential discussion call us on +612 9968 4168 or julianmidwinter@julianmidwinter.com.au

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