



41%
of insolvent
businesses rescued*

230,000
jobs saved*

what does an insolvency practitioner do? Martin Williamson: Professional Profile



Insolvency Practitioners can find themselves handling the smallest of insolvent companies and individuals or dealing with large corporate restructuring, with all sizes of cases in between. This also includes running businesses, constructing and negotiating deals or investigating and advising on the viability of a business and its restructuring (and, sometimes, the integrity of its directors.)

The work of the Insolvency Practitioner ("IP") affects the lives, prospects and livelihoods of both creditors and debtors. Insolvency work is as much about people as it is about figures. IPs need the skills to deal with angry creditors, anxious directors, distraught employees and, amongst others, hard-bitten businessmen with an eye for a bargain.

The insolvency scene is always changing. In particular, the Insolvency Act together with the attitudes of banks and other creditors mean that, more than ever, Insolvency Practitioners are business rescuers.

Whilst much of the work done by IPs involves formal insolvency procedures, they also use their skills to restructure and rescue businesses without resorting to formal insolvency procedures. Where an IP is appointed in a formal insolvency, the most common procedures are the liquidation of

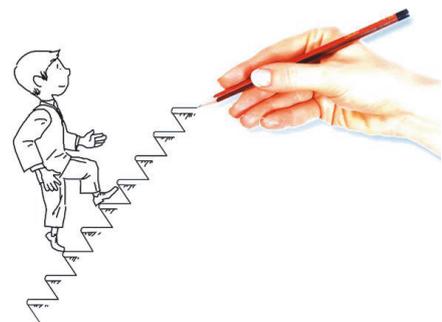
companies by a variety of routes and bankruptcies of individuals.

Even these cases, regarded as the 'end of the line' for businesses, often require imagination and determination to try to save as much of the business (and its associated jobs) as possible, or as a last resort to get the best possible price for its assets.

Where a formal insolvency procedure is necessary, in many cases a positive and proactive approach to the rescue of the business and its jobs can be taken through the application of administrations, administrative receiverships and voluntary arrangements. The insolvency profession generally has been able to rescue increasing numbers of jobs and businesses in recent years, both because of legislative changes and the changing attitudes of creditors.

Overall, some 41% of insolvent businesses are rescued in one form or another.

Only licensed Insolvency Practitioners are authorised to take appointments as administrative receivers, administrators, liquidators, trustees in bankruptcy, supervisors of voluntary arrangements and trustees under deeds of arrangement and trust deeds.



60,000
individuals helped through
an insolvency procedure*





accreditation

The association of business recovery professionals also known as "R3" - Rescue, Recovery and Renewal, represents IPs as an effective 'trade body' to the Government, media and the public at large. It provides technical support and promotes the highest standards of practice and professional conduct for IPs.

Members benefit from drawing on the expertise of highly experienced IPs who make up the various Committees of R3. As a fellow of the Association of Business Recovery Professionals you can be assured that I am an expert in my field and will be able to help with an individual's or business's needs.

expert advice

Over the years, I have dealt with a wide variety of clients: from individuals struggling to deal with their personal credit and other financial difficulties; sole traders; partnerships; companies and businesses with a turnover from a few thousands of pounds to £5million plus.

These have all benefited from formal and informal solutions being put in place. I am in a position to deal with both small cases and the larger ones, including a £30million turnover distribution company which I traded in administration whilst a rescue package was considered. I have also worked on behalf of clients in reviewing businesses and making proposals for dealing with working capital requirements.

Amongst other matters this involved making recommendations for reduction or increases in lending or complete restructuring of debt and corporate organisation. There is a wealth of formal and informal insolvency and business recovery processes that can be used to your advantage.

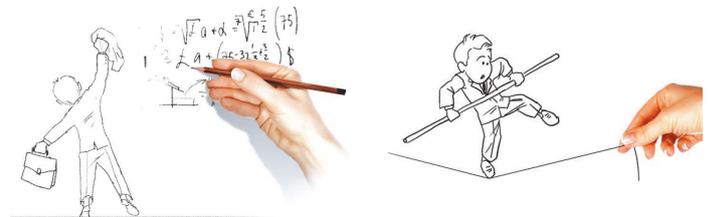
professional experience

I have been working with and advising individuals, directors and companies suffering financial distress since 1986. In that time I have come across many instances where the skills and determination of an Insolvency Practitioner have resulted in businesses being saved, or creditors receiving a return and directors and individuals minimising their personal liabilities.

For those in financial distress where they may have no idea of what they can do, or who to turn to, advice from an Insolvency Practitioner can make all the difference between

a sensible solution for them and their stakeholders, or a disaster.

I formed my practice in 2002 on the basis that a large number of companies were in the sub-£5million turnover range and would benefit from the experience I have gained over the years, but without the attendant cost of seeking help from a large insolvency and business recovery firm.



**CORPORATE
INSOLVENCY**

**PERSONAL
SOLUTIONS**

pocket cv

name: Martin Williamson
dob: February 1967
interests: Golf, Walking, Science Fiction, Clay Pigeon Shooting, Photography
career: 1986 Official Receiver's Office
1989 Robson Rhodes
1991 Deloitte
1998 PricewaterhouseCoopers
2002 ipd

Get in touch

Please call me for further information or to arrange a free initial meeting.

Martin Williamson
t: 01782 594344
f: 01782 595883
help@ipd-uk.com
www.ipd-uk.com

Suite 1 Marcus House
Park Hall Business Village
Park Hall Road
Stoke on Trent
ST3 5XA