
WHERE THERE'S A WILL

Take control of your life

DRAWN FROM LIFE

The art of Augustus John

PARTING COMPANY

How to sell your business

WILSONS
LEGAL &
LIFESTYLE
MAGAZINE

TIME TO CELEBRATE

*The city of Salisbury plays proud host
to Armed Forces Day this summer*

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WELCOME



Armed Forces Day is a chance to show your support for the men and women who make up the Armed Forces community. As well as numerous regional activities, each year there is a prestigious national event. This time around, on 29 June, Salisbury has been chosen for the Armed Forces Day National Event. It is a great honour for a city, whose military connections have always played an important part in its fabric. We feature this very special day of celebration on page 24.

The Salisbury International Arts Festival is another source of immense civic pride, and it returns to the city after a break on 24 May and runs through to 9 June. There are more than 120 events planned, and our feature previews some of the highlights. At Wilsons we have always been huge fans of this impressive event and are extremely proud to be the major sponsor of the Festival. To continue the arts theme, we also have a feature on the portrait painter Augustus John (p.36), whose reputation is reassessed within the context of an exciting new exhibition at the Salisbury Museum.

At Wilsons we really enjoy putting this magazine together for you, and would be very interested to gather your opinions about the publication. To this end, we would ask you to fill out our survey and return it to us with your feedback. One lucky person is set to win the tremendous prize of a stay at Rhinefield House Hotel in Brockenhurst or Bailbrook House Hotel in Bath. For details see page 42. As ever, we really hope you enjoy reading our latest issue. ■



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Kate works in the Residential Property team and, having lived in Salisbury for many years, enjoys walking in the local countryside



ON NOW

JOHN WALKER

A new exhibition at Messums Wiltshire showcases the work of outstanding abstract artist John Walker. Runs until Sunday 9 June



24/05/2019

SALISBURY INTERNATIONAL ARTS FESTIVAL

After a brief sabbatical the Festival returns and we take a look at this year's exciting line-up on page 30



25/05/2019

ALISON HARPER

Bath artist Alison Harper's new show Waste, Want and Overabundance is on at Arundells until 11 June



25/05/2019

SCULPTURE AT BEAULIEU

A sculpture exhibition featuring 350 works from international and national sculptors will be showcased in Palace House. This is an event we are proud to sponsor

EVENTS DIARY

A WILSONS GUIDE TO WHAT'S ON IN WILTSHIRE THIS SPRING AND SUMMER



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29/06/2019

ARMED FORCES DAY

This year Salisbury has the immense privilege of hosting the National event for Armed Forces Day. See page 24 for full details



13/07/2019

SIMON KEENLYSIDE

The charismatic baritone gives an intimate performance. A perfectly relaxed ending for the summer season at Grange Park Opera



14/08/2019

SALISBURY RACES

Plenty of equestrian thrills and spills to look forward to at the Summer Holiday Family Races. Check the fixture list at www.salisburyracecourse.co.uk



18/10/2019

SALISBURY LITERARY FESTIVAL

Now in its third year, the Literary Festival returns with all things 'bookish' including author interviews and talks

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Hand Picked Hotels is an award-winning group of 19 country house hotels and spa hotels. Many of the hotels are listed buildings of historical significance with original features, fascinating stories and have extensive grounds to explore, whereas its coastal resorts are contemporary, stylish and found in the very best locations.

Bailbrook House Hotel, Bath

One of only two Grade II listed hotels in Bath, Bailbrook House Hotel is positioned overlooking the picturesque Bath countryside within 20 acres of private grounds yet only two miles from the city centre. Dating back to the early 1790s, the hotel retains all the glory of that era, with striking historic feature lounges and individually styled bedrooms in the Mansion House along with a 2 AA Rosette restaurant, Cloisters. The adjacent Bailbrook Court offers modern and spacious contemporary guestrooms ideal for the city break traveller.

Rhinefield House Hotel, New Forest

Nestled in the heart of the New Forest National Park is Rhinefield House Hotel located just a short drive from Brockenhurst yet feeling a world away from the hustle and bustle of everyday life. The imposing manor house sits within 40 acres of manicured and landscaped grounds and hides a cosy, traditional country house hotel known for its inviting and informal atmosphere. Rhinefield House has 50 guestrooms, a 2 AA Rosette Armada restaurant, a relaxed Conservatory restaurant and acres of grounds to explore.



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Go to page 42
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Wills, tax and estate planning

Where there's a will...

We look at the reasons why every adult should make a will



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KEY POINTS

- Ensure that you decide how your estate will be distributed
- Make things as simple as possible for your loved ones
- Minimise tax liabilities

It is an astonishing fact that over half of all adults have not made a will - that's 31 million people who are basically giving up all control over who gets what when they die. We talk to Wilsons' partners Charlotte Watts and Tim Fullerlove about why everyone should have a will and offer some tips on how to go about it.

Q Charlotte, why is it so important to have a will?

Most of us like choice and control in our own lives and we'd like to exercise similar control over what happens to our assets when we die. The only way you can determine exactly who gets what when you die is to make a will. If you die without a valid will in place then your estate becomes subject to intestacy rules, which may not share out your estate as you would have wanted. In some cases, the Government may end up with the lot.

Q Tim, what deters people from preparing a will?

Some people think it's tempting fate, others that their estate isn't big enough to make it worthwhile. The most common explanation I hear is: 'I haven't got around to it yet'. But it's the sensible thing to do. It's only right and fair to make life as easy as possible for your family when you die and making a will is a big part of that.

Q How do your loved ones benefit?

Making a valid will means that you can leave your spouse, partner or children exactly what you want to. Imagine the peace of mind you will have. A will can also lessen the possibility of disputes when you die, especially if you have the time to explain your decisions to those who benefit and those who don't. And if you want to leave something to favourite charities or close friends then you absolutely must make a will.

Q Does the cost put people off?

Trying to save money on a will is a false economy. A badly drawn up will can be worse than no will. We frequently end up sorting out problems that arise from badly drafted wills. Even simple errors, such as the wrong name for a beneficiary, or a discrepancy in amounts (for example a will that refers to '£3,000' but then mentions 'thirty thousand pounds') can cost a great deal to untangle.

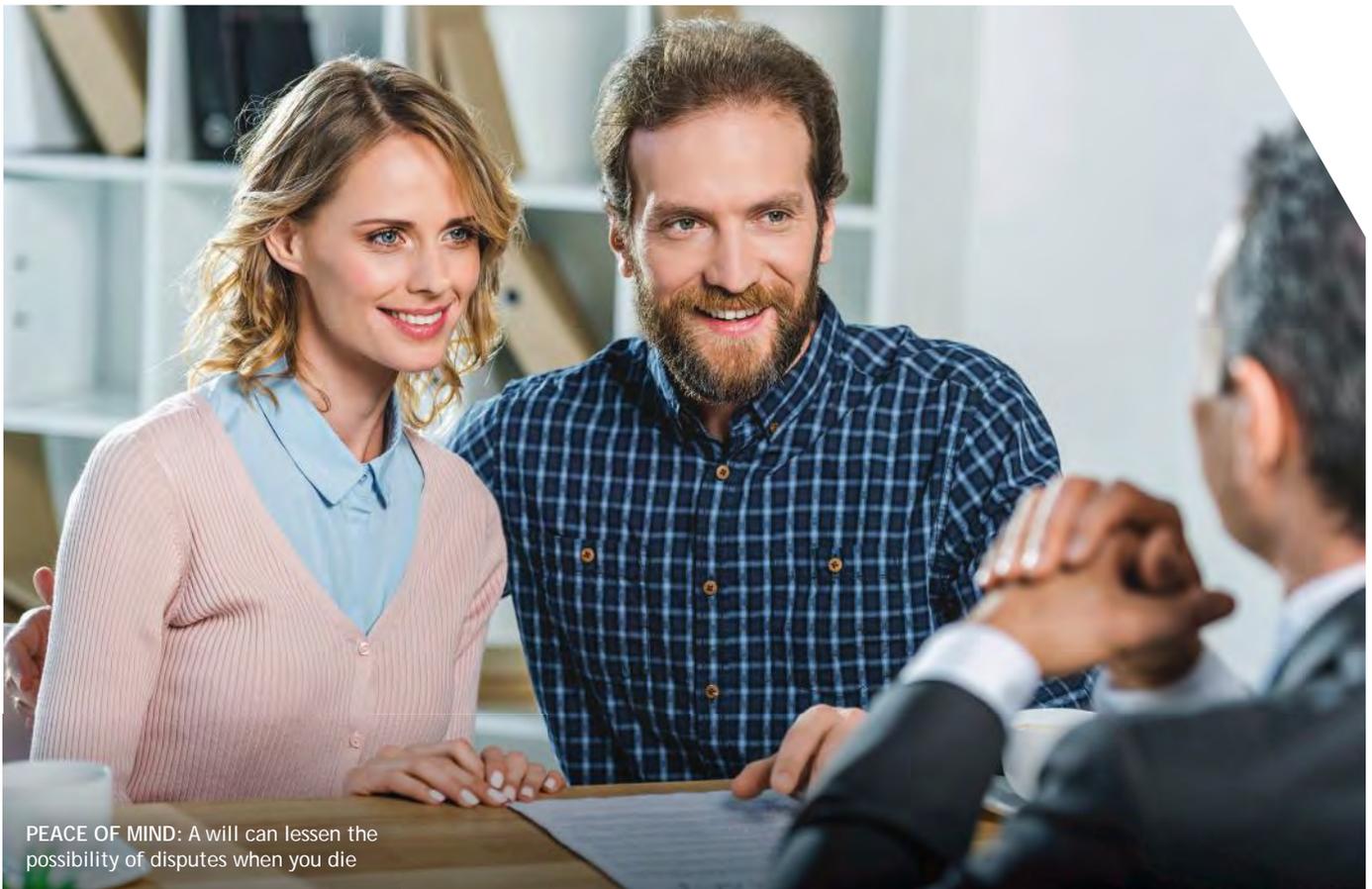
You might be tempted to do it yourself or use a will-writing service but there is no substitute for a qualified solicitor who will make sure that you cover all your bases. A solicitor will follow approved will-making processes and keep evidence and records to show what you wanted. He or she can also make sure that you sign your will correctly. If a will is not properly signed and witnessed, it will not be valid.



MAKING A WILL

Although important, there is more to making a will than using the right wording. Making a will involves carefully considering who will administer your estate, whom you might appoint as guardians of your children and when and how your beneficiaries will inherit. Wills

can be challenged on a variety of grounds. Part of the process of making a will with a solicitor is to create an independent record in case of any challenge. You also need to consider not just how your estate will be taxed, but how the terms of your will affect how your beneficiaries are taxed subsequently.



PEACE OF MIND: A will can lessen the possibility of disputes when you die

The cost of preparing a standard will is very low compared with the potential cost of a subsequent dispute over an estate where there's no will in place. As a general rule, the cost of making a will is less than 5% of the cost of going to trial.

Q What are the myths around making a will?

One of the most prevalent misunderstandings is that cohabiting partners inherit under the intestacy rules. In English law today, unmarried partners have no automatic rights at all. The cohabiting couple with children is the fastest growing type of family and it is essential that both partners make a will. If not, when one of the partners dies, the remaining partner will inherit nothing at all. In such circumstances, he or she might find themselves homeless, and would have to make a claim which is a distressing and expensive process to undertake at a time of bereavement.

Q When should you write or update your will?

Whenever you experience a significant life event. This includes:

- Getting married/entering a civil partnership. An existing will is

“One of the most prevalent misunderstandings is that cohabiting partners inherit under the intestacy rules”

automatically revoked on your marriage/civil partnership, and you need to make a new one

- Having children
- Getting divorced
- If you come into a large sum of money, say an inheritance or lottery win
- The death of your spouse or children
- Anything else which significantly alters your estate or your beneficiaries

It's also good practice to review your will every five years. That's when you have the opportunity to add new beneficiaries or a legacy to a charitable cause.

Q What do parents need to think about when making a will?

With today's increasingly blended families, it's essential to make sure that all your loved ones will be provided for. A will is an important vehicle for establishing guardianship of your children if you die while they are under 18. »



RIGHT AND FAIR: A will makes life as easy as possible for your family

“Rising property prices mean that inheritance tax (IHT) is no longer something which affects only the very wealthy”

- » One of the biggest problems of a badly-worded will (or no will at all) is that there might not be any limits on when children should inherit. If your will just says that your children should inherit your estate then, if they are under 18 when you die, your assets will be held for them until they reach 18 - but on their 18th birthday they will have complete control over everything they inherit. Many parents will be uncomfortable with the thought of their 18-year-old child having complete control over what could be a generous inheritance. Young people might spend it unwisely and, if your estate is large, the inheritance might discourage them from making their own way in the world. For these reasons, it is well worth considering applying age limits to an inheritance. If your will says that your children will not inherit until they reach, say, 30, then your estate can still be used to support them while they are under that age but they will not get complete control over the assets until they are more settled in life. Wills can also help protect your children’s inheritance against claims if they get divorced or become bankrupt.

Q How can making a will help with inheritance tax?

Rising property prices mean inheritance tax (IHT) is no longer something which affects only the very wealthy. While gifts to spouses/civil partners and charities are usually IHT exempt, gifts to children are not. If you give more than £325,000 (or less than this if you have made gifts in the seven years before your death) to your children or other family or friends then they may be taxed at 40%.

The good news is that there are various ways of increasing the tax-free amount. If your spouse/civil partner died before you and they didn’t use up their tax-free amount, then you can claim what is left on your death (potentially doubling the tax-free amount you can leave). The Government has also introduced a top-up to the tax-free amount if you leave your house to your children. Your solicitor will be able to advise you on how to take advantage of this.

Q What’s the guidance on leaving money to charity in your will?

Legacies are an important source of income for charities. You can leave whatever you want to your named charities, either as a specific sum or a percentage of the overall estate. What is useful to know is that all gifts to charities are tax exempt and, if you leave 10% or more of your estate to charity, you can reduce your inheritance tax liability on the rest of your assets.

Q The rise in life expectancy means that many of us will experience dementia. How does this impact the business of making a will?

The danger is that if you leave it until late in life to make a will, you might find you no longer have the mental capacity to make decisions. It may be too late for you to make a will which could leave you with an out-of-date will, relying on the intestacy rules or having a will made for you by the court at considerable expense. It is important to prioritise making a will and reviewing that will on a regular basis.

TOP TIPS FOR MAKING A WILL

It is essential to get your will right as it decides what happens to your assets when you die. Once you've made the wise decision to make a will, you can prepare for the meeting with your solicitor. Here are some things to think about

1 YOUR ASSETS. Start by making a list of everything you own that could be handed on after your death. That's property, savings and investments, plus what the law quaintly refers to 'chattels': things you own, such as furniture, jewellery, cars or books.

People often overlook assets. For example, they list their ISAs and pension funds but forget about their Premium Bonds. Although you should make it as comprehensive as possible, don't worry if you forget something. Your solicitor will make sure your will deals with all your assets.

These days, it's relatively rare for people to leave specific assets to individuals. They will normally leave a few cash gifts along with a share of the residuary estate to the rest of their beneficiaries. As long as you include a residuary clause, your will should deal with all your property. If it does not, then some of it could pass to people to whom you did not intend to leave it.

2 YOUR BENEFICIARIES. You should think carefully about whom you want to benefit: friends, family, your favourite charities and note their full names and addresses. You can provide for children not yet born by naming 'my children' or 'my grandchildren' so that you don't have to update the document every time a new member of the family arrives. You should also think about whom you want to benefit in the sad event that some or all of your beneficiaries die before you.

3 YOUR FUNERAL. A will doesn't have to just deal with assets. If you have a preference for burial or cremation, or the type of funeral you would like, your will is a convenient place to make your wishes known.

4 YOUR CHILDREN. If you have children who are under 18 you will need to decide whom you would like to be their guardian, to be responsible for them and bring them up in the event of your death. This is understandably an extremely emotional topic that may take some discussion with other family members or close friends.

5 YOUR EXECUTORS. You will need to appoint executors, who will be responsible for sorting out the estate after your death. It is usual to appoint at least two executors, in case one is not available when the time comes. Executors can be anyone you choose: family members, trusted friends or a professional advisor such as a solicitor. You don't have to appoint your children and if they don't get along then perhaps it's best not to appoint any of them as executor. The role of executor can be quite onerous with a lot of responsibility, including applying for probate and dealing with inheritance tax and tax returns. It will be time-consuming. Pick someone you trust, who is organised and responsible. It is totally acceptable for the executor to ask a solicitor for help and use funds from your estate to pay those fees.

6 YOUR WISHES. Your will should be clear as you will not be around to explain what it means. The safest way to make a valid will is to appoint a solicitor. He or she will be able to discuss your wishes with you and prepare a will which follows the laws of will-making. For example, you have to sign the will and get it properly witnessed. (Beneficiaries cannot be witnesses or they will lose their legacy.) If your will is not legal, it could be null and void.

7 YOUR IHT LIABILITY. If your estate could possibly be subject to inheritance tax, then you might want to take additional advice from a solicitor specialising in tax.

8 YOUR REGULAR REVIEWS. Review your will on a regular basis to check that it is all up to date - assets, beneficiaries, legacies for charities. You should also review your executors. The friend you choose at 50 for their businesslike outlook might no longer be the right person for the job 30 years later.

9 YOUR INSTRUCTIONS. Tell someone and preferably a few people where you keep your will or leave instructions in a prominent place in your home. This will reduce the chances of your will going missing and your wishes not being carried out. ■

Commercial property

Do your homework



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What you need to know when using your home for commercial purposes



SELLER, BEWARE: Using your home for work can have benefits but also risks

KEY POINTS

- Make sure you understand the legal implications of any new ventures
- Inform your mortgage lender and insurance company
- You may need to consult with your local authority

It's never been easier to make money from your home. You can earn extra money from storing strangers' boxes in your attic and letting spare bedrooms, from renting out your driveway and selling unwanted items on eBay. However, to make the most of the opportunities, it's best to do some homework in advance, and understand the legal implications of any new venture.

Wilson's partner Jane Lonergan points out that whatever your plans, you will almost certainly need to tell your mortgage lender and your insurance company. And, depending on the scale of your activities, you might also need to inform your local authority and get planning permission. If your enterprise gets to a certain size, the local authority may even decide that your property is liable for business rates. There could also be restrictive covenants in place forbidding you from carrying on any commercial activity.

1 Taking in lodgers. There is constant demand for short-term rental accommodation for students and young professionals. If you take this route, then you must comply with certain health and safety requirements and tell both your mortgage provider and insurance company. Even for a simple short-term let of a room in your house, don't seal the deal with no more than a handshake. Make sure you have an appropriate contract that ensures your rights are protected. Without it, you could find yourselves saddled with a tenant who does not want to move. The only way to get someone to leave would be by going to court - a nightmare scenario, especially when it happens in your own home.

2 Selling on eBay. You can make useful cash from selling unwanted items such as outgrown toys and clothes on eBay. But then a few friends ask you to sell their stuff

as well. The next thing you know, the garage is piled high with boxes of stock and you are running a business by default. Again, you need to alert your lender and insurer. Home insurance is unlikely to provide cover for any stock or customers visiting your premises. The local authority may decide that you are liable for business rates.

3 Running a slimming club. Helping people lose weight is fun, and being a franchisee for one of the big weight-loss companies can provide a regular income. However, your home is not necessarily the best venue for meetings. At least one slimming group has had to close down when neighbours complained about visitors' parking in a residential street. It's better to find a proper venue, such as a village hall.

4 Holiday rentals. Letting out your entire home via Airbnb, Craigslist or similar websites is increasingly popular, but you must be sure that you are not in breach of any restrictive covenants or other legal agreements, and that your guests do not become a nuisance to your neighbours.

5 Sharing your space. If you live in the right place, close to the city centre, a station or tourist attraction, letting people park in your driveway could earn you £200 a month. You can also rent out space in your attic for other people to store their surplus things. Again, you need to alert your lender and insurer, and look for any restrictions on using your home for such purposes. Also check the contract. What happens if the driver never reclaims the car? How do you know what you are storing in the attic? It could be fireworks, or stolen goods. Tread carefully into these opportunities.

6 A location for photoshoots and films. Hiring your home out as a set sounds like an exciting experience, plus you get paid for it. But do not underestimate the number of people, vans, wiring and catering wagons that will turn up. It's fine if you have a large house and garden with parking, but less so

in a suburban street where the neighbours might not share your enthusiasm. It is also essential to study the contract: check what the production crew can and can't do. Will they reinstate your décor to the same standard, for example? Replace plants trampled in the front garden? Of course, if your home is already a commercial venue, then a photoshoot can be great publicity.

7 Providing childcare. If you are at home looking after your own children, it can make sense to look after another one or two for a friend at the same time. Understandably, childcare is a regulated business and if you want to be paid to look after children under eight for more than two hours a day in England then you must register with Ofsted or a childminder agency. Of course, you must also make sure your home is safe if you're looking after other people's children. ■

“To make the most of the opportunities, it's always best to do some homework in advance”

LOOK BEFORE YOU LEAP

You'll need to be aware of the risks as well as the opportunities

“Kitchen-table enterprises give people a chance for personal fulfilment as well as income, and if you want to start a micro-business you should go for it,” says Jane Lonergan. “But, first, think hard about what you want and where your idea might lead. Investigate the risks as well as the opportunities. Talk to your mortgage lender and your insurance company. Consult your local authority. Review the title to your property for restrictive covenants. And if there's anything you're unsure about, check with a solicitor before you commit too much. The good news is that, in our experience, no obstacle is insurmountable.”



COMMERCIAL PROPERTY

Whatever the size of your portfolio or nature of your investment, we provide expert, value-for-money advice to ensure your property interests align with your business goals. Our experience covers all areas from commercial lettings and developments to buying new

buildings and freehold acquisitions and disposals. We act for a wide range of clients including landowners with substantial property portfolios, companies with significant investment landholdings, renowned educational institutions, major charities and leading national professional practices.

Divorce and mental capacity

Difficult decisions

How the law works when one partner cannot give consent



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CLEAR PATHWAYS: As difficult as things are when a spouse becomes a carer, the law is there to help

KEY POINTS

- The Mental Capacity Act makes provisions for divorce where one partner cannot give consent
- Mental capacity can be certified by a medical professional
- Expert legal advice is essential to ensure the best outcome

Divorce as a result of mental incapacity is not yet commonplace, but it is certainly on the rise. People are becoming more aware of the problems that can occur when a person loses their mental capacity (defined as the ability of someone to make a decision for themselves), including big decisions that could have major legal consequences.

We know that living longer lives means more of us will suffer from dementia and related conditions. Dementia can erode memory, skills and an individual's personality, making them difficult to live with. Even the strongest marriage can find it hard going when one partner is no longer able to sustain the relationship. A spouse who ends up being a carer rather than a husband or wife, may wish to bring the relationship to an end.

It is not only elderly people who can lose mental capacity. Younger people can have accidents that result in head injury - think of

Michael Schumacher whose fall, when skiing with his family, left him with severe brain damage. It is estimated that between 20% and 50% of all marriages in which one spouse has had a severe head injury end in divorce. Strokes are happening more and more to middle-aged people; a severe stroke can impair memory, thinking and understanding and leave individuals with diminished mental powers.

So what happens when one spouse wishes to divorce the other, but the latter is no longer able to take decisions? The law recognises this situation and the Mental Capacity Act makes provision for divorce where one partner is incapable of dealing with the proceedings.

BEHAVIOUR AS GROUNDS FOR DIVORCE

Wilson's' partner Jacqueline Fitzgerald has advised couples in this position. "Long-term caring for a partner can change the dynamic

of a relationship. The couple end up no longer as husband and wife but carer and dependent. When this happens, the partner who is the carer can petition for divorce based on the 'unreasonable behaviour' of the other partner. In this instance, unreasonable behaviour is defined as 'your husband or wife behaving in such a way that you cannot reasonably be expected to live with them'.

"If the individual does not have the mental capacity to deal with the court proceedings, this should be certified by a medical professional. The court will then need to appoint a 'litigation friend' to make decisions about the proceedings on behalf of the spouse who lacks mental capacity. The litigation friend can be a family member or friend, or if no-one is available the court may invite a professional to act on their behalf."

ANNULMENT ALTERNATIVE

Another way to bring a marriage to an end is something called 'nullity', says Jacqueline. "The court can declare a marriage void from the start for various reasons, including if it can be proven that there was no consent to marry through lack of mental capacity," she says. "In this case, it will be as if the individual had never been married. Alternatively, the marriage can be declared void from the moment of annulment."

It is a harsh fact that fraudsters are ready to prey on people who lack mental capacity. A recent case involved Mrs A, a wealthy lady in her 90s who lacked mental capacity to marry, living alone in a smart part of town, with family abroad. She was befriended by her building's doorman, who divorced his own wife in order to marry Mrs A. This marriage, of course, revoked Mrs A's existing will, which had left her estate to her family. The new husband would now inherit all her 'chattels' and a substantial share of her estate. Fortunately, he let the cat out of the bag. Her family immediately instigated nullity proceedings (a race against time as Mrs A was now 93) and succeeded in having the marriage declared void from the beginning, because Mrs A did not have the capacity to give her consent.

ROLE OF THE COURT OF PROTECTION

The Court of Protection deals with the affairs of people who lack the capacity to make decisions for themselves. Wilsons' partner Nicola Bushby specialises in capacity. "The Court of Protection can also make a declaration of non-marriage if the evidence is that the individual did not have the capacity to consent to marriage in the first place. This involves being able to understand, retain and weigh up the obligations and responsibilities that marriage involves, as well as having the capacity to consent to sexual relations."

The court can also appoint either a welfare or financial deputy to look after an individual. Nicola has had the role of financial deputy for her clients. "I'm there to stand in the shoes of that person, to look after their affairs and to take decisions in their best interest. It's similar to being an attorney, except that a deputy can only be appointed by the court, when the person has already lost capacity." A family member can apply to be a deputy. However, Nicola points out that, if there are large sums of money involved, the court will almost certainly seek to appoint a professional.

When someone has suffered a catastrophic brain injury as the result of an accident, they may well be awarded millions of pounds in compensation, and the likelihood of divorce in these circumstances needs to be taken into account.

Nicola Bushby has been involved in such scenarios. She says: "Where there is a large monetary award we need to make sure that the injured party is not exploited financially. It can be complicated, especially if the marriage was already deteriorating before the accident, and where there are children involved."

Divorce is rarely easy, even more so when one partner lacks the mental capacity to participate fully in any negotiations. However, the law does provide routes to end a marriage in these circumstances, and expert legal advice will help to ensure the best outcome for both parties. ■

"Long-term caring for a partner can change the dynamic of a relationship. The couple end up no longer as husband and wife but carer and dependent"



DIVORCE & SEPARATION

We provide clear, pragmatic advice to help our clients with the arrangements that follow the breakdown of a significant relationship. Our team includes specialists who can advise on all aspects of the process, and the solution is structured with each client's future in mind, in a

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Selling your business

Parting company



Mark Cook
Senior Associate
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How do you prepare for the successful sale of your business?

KEY POINTS

- Prepare, prepare, prepare
- Gather all your essential records and documentation
- Be aware that the process can take longer than you expect
- Have procedures in place to ensure confidentiality is maintained
- Consider which other advisers, such as accountants or corporate finance professionals ought to be involved

Small business is big business. More than 99 per cent of all British businesses are small and medium-sized enterprises, and the UK's 5.7 million SMEs are a cornerstone of the economy. Britain is not so much a nation of shopkeepers as a nation of entrepreneurs. Every year, thousands of those SMEs change hands. Indeed, many individuals start a business with the express purpose of selling it further down the track. Others are simply ready to take a step back from working life.

START AT THE VERY BEGINNING

It is never too early for a small business owner to start thinking about an exit strategy or succession plan. Wilsons' senior associate Mark Cook says that the best advice is to think about it as soon as you start out and structure the new company with an eventual disposal in mind. Mark explains that if you sell the assets of the business then any proceeds will go back into the company and may be difficult to get out again. But if you trade as a limited company you can sell your shares, and the proceeds are all yours.

Similarly, think about control of your company. Sophisticated entrepreneurs will set up a company in such a way that control is separate from value. For example, a family business where parents have control but when they sell up their children will get a portion of the sale proceeds. It's

important to take expert advice because how you structure the company within which your business sits can help to avoid paying taxes unnecessarily.

KEEP YOUR HOUSE IN ORDER

It's just like getting ready to sell your home: you need to first gather all the essential records and documentation and keep them up to date. Says Mark Cook: "Difficulties arise when the owner can't clearly explain when, where, how or why the business makes and spends money." If you are serious about selling, then get everything accessible, digital or on paper, including several years of accounts, lists of contracts, asset registers, financial reports, key employee profiles, customer records, building leases, sales analyses and so on.

What's more, detailed and well-presented management information gives the right impression: it suggests the business is well run and should command a good price. Nothing puts a buyer off more than inadequate information. Scruffy, incomplete, out-of-date records could put you on the back foot from the outset, sowing doubts about the viability and health of the business which may push the sale price down.

SELLING YOUR BUSINESS CAN BE TIME-CONSUMING

Business owners can find the process of selling a company both stressful and time-consuming. To help you, choose financial



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Whether you're an independent small business or a large multi-national, our team of lawyers will give you insightful, pragmatic and clear advice. As Chambers recently wrote: "The team's multifaceted breadth of expertise encompasses flotations, transactions and investments."

In short, we cover the full lifecycle of your business. We negotiate acquisitions and disposal of assets and shares on behalf of individual and corporate clients. Those deals can range from relatively modest amounts to upwards of £20m but in all cases our total commitment to our client is the same.



SHAKE ON THE DEAL: Selling a business can be very involved – choose advisers you trust and like

and corporate advisers that you trust and like because you'll spend a lot of time liaising with them. It's also a good idea to find someone such as a trusted employee or associate to help run the business while you are preoccupied with its sale. If the business underperforms because there is no-one at the helm, that could deter purchasers.

EXPECT A MIX OF REWARD

Today, very few business disposals come with all cash up front. Many deals combine cash up front with deferred payments, depending on business performance; some buyers will offer shares in their own company. You'll also find that buyers may want to hold back some cash in case anything unpleasant crawls out of the woodwork at a later date.

The actual sale price will often depend on completion accounts. Say you sell on 1 June, the buyer pays an initial tranche of money on that day. Completion accounts, which are put together after the deal has completed, will show the actual financial position, assets and value of the business on 1 June. If that position has improved since you agreed the deal, then you should get more money. The converse is also true. Which is why it's vital to keep the business in peak condition in the run-up to the sale.

And never spend the money before the deal is done. No new house and no new car until the sale proceeds are safely in your bank account.

IT'S RARELY A CLEAN BREAK

You'll have to give the buyer warranties and indemnities. In almost every deal, the seller remains on the hook for a period of

“The wise owner will embark on the process of selling a business with no illusions”

time (usually seven years in the case of tax-related issues, 12 months to two years for everything else). Unless you are selling for a rock-bottom price, your buyer will want warranties in place if things turn out to be not as they should be on a share purchase deal. The buyer is acquiring all the assets and liabilities of the company and will want some time to understand what they are worth. While warranty claims are uncommon, your solicitors should try and limit your liability as far as possible.

HONESTY IS ALL

The 'disclosure letter' is a key document in any acquisition of a private limited company. It sets out everything that might be cause for a breach of warranty. When you have disclosed something, then the buyer is much less likely to be able to sue you over it later. So tell them about the untreated asbestos you've found in the warehouse, and any provisions for its removal.

The wise owner will embark on the process of selling a business with no illusions. Accept that it's going to take time and effort from you and your advisers, and that your company and business performance will come under scrutiny. The good news, concludes Mark Cook, is that, with the right team in place, most deals do complete satisfactorily for all parties in the end. ■

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Asian Art played a big part in the success of 2018, with the department splitting and launching new independent areas in Japanese Works of Art and Chinese Paintings. The latter saw the year's top lot – a portrait of *The Northern Girl* by Yang Fei Yun, which sold for £1.9m. Only thirteen lots have ever fetched over £1m outside of London, of which Woolley and Wallis have been responsible for ten – the first in 2005 with the sale of the Alexander vase for £3m, surpassed by a Chinese jade buffalo that sold for £4.2m in 2009 to become the most expensive jade carving ever sold.



Sold for £575,000

Other highlights for 2018 included the celebrated American porcelain teapot that had been bought by the vendor for £15 and was sold to the Metropolitan Museum in New York for £575,000; a single owner sale of Arts and Crafts jewellery that totalled £740,000 and saw a 100% selling rate; and another single owner sale of modern British art from the collection of the late Geoffrey Harley, which totalled £782,000.

Contact us:
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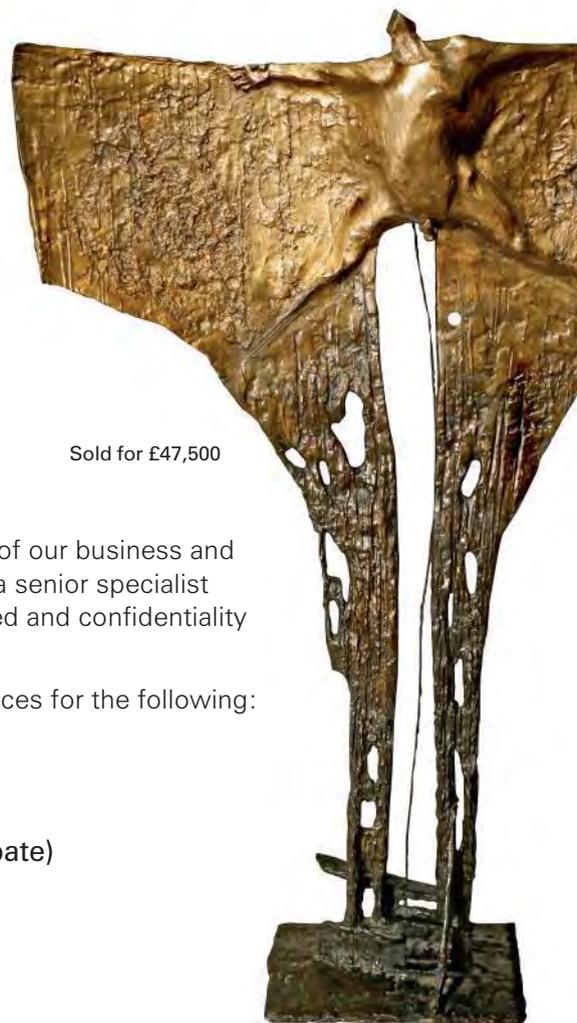
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Intellectual property

Hands off... that's mine



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Ten top tips on how to protect your intellectual property and your business

KEY POINTS

- Make your trademark registration a priority
- Choose your branding and trademark carefully
- Be creative
- Think digital

A trademark is a legal way of protecting your brand. However big or small your business, effective use of trademarks is good practice.

Brands are critical to most businesses, and can be worth millions, even billions, think Microsoft or Coca-Cola. On the internet branding assumes special importance, not least because brands can be incorporated into domain names. The value existing in a brand is protected by UK trademark law; and it is sensible for businesses operating on the web to have at least some familiarity with this area of law.

To give you an overview we have compiled our ten top tips on the subject.

1 A trademark can be a word, image, sound or colour.

You can trademark a word ('Mars'), an image (the Guinness harp symbol), a sound (the lion roaring at the start of an MGM film) and even a colour (EasyJet's orange, defined as Pantone 021c or Tiffany's famous robin's egg blue, Pantone 1837).

"Do your homework and if you come across your proposed name and/or branding anywhere on the web then perhaps you should think again"

2 A trademark must be distinctive.

To qualify, your proposed trademark must be distinctive. In other words, anyone seeing or hearing it will immediately make the association with your product or service. You can't use a straightforward description. Phrases such as 'Fine English wines', or 'Best B&B in Bournemouth' cannot be used as trademarks (although you could probably use them as a strapline in your marketing materials).

3 Make trademark registration a priority.

If you want to trademark your product or service, the sooner you talk to a specialist lawyer the better. Says Wilsons' partner Stephen Whitmore, "In all the excitement of launching a new business it's easy to overlook the need to register your trademark. The problem is that the longer you leave it, the more likely it is you might lose that critical requirement of 'distinctiveness' or find some other entrepreneur has beaten you to it".

4 Budget appropriately.

Don't try and economise: budget for proper legal advice because disputes are expensive. Choose a lawyer who specialises in trademarks and intellectual property.

5 UK only or further afield?

Decide where you need to register, depending on the potential reach of your business activities. At the time of writing, you can register for the UK only or for the



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and investments." In short, we cover the full lifecycle of your business.

We can negotiate acquisitions and disposal of assets and shares on behalf of individual and corporate clients, advising on Heads of Terms and how to achieve exclusivity and confidentiality with the transaction.



BE DISTINCTIVE: To qualify, your proposed trademark must be distinctive

EU but Brexit may affect this. Registration usually takes about four months. If you intend to use your name globally, then make sure that your word, symbol or colour has no negative connotations in another culture.

6 Do your research intensively. Choose your branding and trademark carefully. Do thorough research. You can search for UK trademarks on www.gov.uk and check if a similar trademark already exists. You may well find that a competitor has already snapped up any obvious names. Princes William and Harry recently had this experience when they applied to register the trademarks 'Heads Up' and 'Heads Up - Heads Together' to support their campaign for better mental health, only to learn that both names are already in use by a similar and long running mental health programme in Australia. Says Stephen Whitmore, "Do your homework and if you come across your proposed name and/or branding anywhere else on the web then perhaps you should think again."

7 Be creative! It's highly possible that the obvious names or images for businesses in your sector will be already registered. The more creative your choice, the more likely it is to be distinctive, and memorable from a marketing point of view.

MINE'S A BASS

The Red Triangle is the UK's first ever trademark

Bass, founded by William Bass in 1777, is one of the most successful brewing companies of all time. When the London Stock Exchange established the original FT 30 index in 1935, listing the top 30 UK companies, Bass was included in the list.

The company was a pioneer of International brand marketing. The Bass Red Triangle was the first trademark to be registered under the UK's Trade Mark Registration Act 1875, as trade mark number one.

The 1875 Act came into effect on 1 January 1876 and that New Year's Eve, a Bass employee saw the New Year in by queuing overnight outside the registrar's office, in order to be the first to register a trademark when the office opened the next morning.

In fact, Bass received the first two registrations, the first being the Bass Red Triangle for their pale ale, and the second the Bass Red Diamond for their strong ale.

It is one of the most distinctive, identifiable and historically significant logos and brands in the World. Bottles of Bass with the famous logo have appeared in art, including paintings by Pablo Picasso and Édouard Manet.

“Business owners should note that copyright covers databases, which can be valuable assets if you want to sell up”

» **8** There may be room for manoeuvre if your chosen name is for a different business category.

It's not all bad news if the name you want is used in a different market sector. If you are a bespoke jeweller and your chosen name is already trademarked by a manufacturer of agricultural foodstuffs you might be OK. The law provides for trademarks in specific categories and services. Says Stephen Whitmore, “the skill of the professional is to prepare your trademark application broadly enough to give protection but not so broad that you'll bump into someone else who will object.” Sometimes, the owners of two copyrights that might otherwise be in conflict enter a co-existence agreement, a cost-effective way of avoiding a dispute.

9 Avoid disputes.

If you do start trading (knowingly or unknowingly) with branding that someone else has already trademarked, you could find yourself in a costly dispute. The consequences could include having to change the name of your business or product and suffer all the upheaval, expense and lost momentum in the marketplace that would follow. A high profile commercial dispute was finally resolved last year when the European Court of Justice ruled that Christian Louboutin's iconic high heeled, red soled shoes are protected as a trademark.

10 Think digital.

Intellectual property law equally applies to digital products and services. Business owners should note that copyright covers databases, which can be valuable assets if you want to sell up (see our feature in this issue called 'Parting Company', p.16). Also know that being the owner of a registered trademark does not automatically entitle you to use that mark as a domain name. You will have to check and register a domain name as a separate exercise. ■



TRADEMARKS, COPYRIGHT AND PATENTS: WHAT EXACTLY IS THE DIFFERENCE?

There are three legal protections for intellectual property

- **TRADEMARKS** are for brand identities - words, images, sounds and colours - and give you alone the right to use that particular mark for your commercial activities.
- **COPYRIGHT** is for works of art such as songs, books, films and images, plus computer software and databases. You automatically get copyright protection when you create a work - you don't have to apply or pay a fee. Copyright expires 70 years after the death of the author.
- **PATENTS** are for inventions. They are the most difficult form of IP to get and are expensive to enforce. Before you rush to patent your invention, you need to be sure you can make at least enough money from it to cover the costs of application, a process which can take several years.

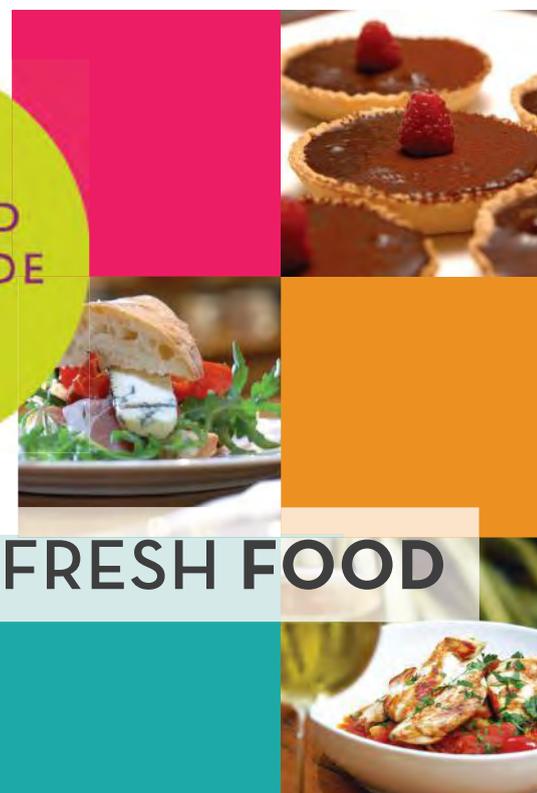
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Marching onwards

The city of Salisbury is playing host to Armed Forces Day on 29 June bringing with it celebrations, civic pride, and maybe even the odd Royal or two

When the news that Salisbury was to host Armed Forces Day in June 2019 was announced, it brought with it cheer, pride, and a sense of celebration - just when the region needed it most. It was July 2018, and just months after the city was still reeling from the shocks of the novichok incidents. It was also a time when the military showed their mettle, strength and worth to an ordinary community going through an extraordinary time - every day members of the Armed Forces were seen on the streets of Salisbury helping to protect people, decontaminate the affected areas and allay fears.

However, with so many connections to the military on a local level, including several Army bases, Bulford Camp, Tidworth Camp and Salisbury Plain, one of the UK's biggest military training centres, this is also a celebration of what makes up this region of South Wiltshire. As the former Defence Secretary, Gavin Williamson, said at the time: "Salisbury was a natural choice to host Armed Forces Day in 2019. The city has a historic link with our Armed Forces and our troops demonstrated once again their bravery, dedication and skill during the reckless nerve agent attack here.

"Our extraordinary service men and women continue to help Salisbury and the people of this beautiful

cathedral city through the clear up and investigation, and it is extremely fitting that next year the city and the entire nation will be able to thank them here for their commitment and unwavering service to protecting our nation from the deadliest of threats."

BOX OF CELEBRATIONS

Now in its 11th year, and formerly known as Veteran's Day, Armed Forces Day is a national event delivering the chance for communities to show support for the men and women who make up the Armed Forces, from current serving troops to service families, veterans and cadets. And with everything from parades, barbecues and live music to parties, tea-dances and fly pasts, it provides a much valued morale boost for the troops and their families, and also feels like a celebration of the people who make up the region.

Events begin on Monday 24 June when the Armed Forces Day flag is raised on buildings and landmarks across the country, and this year's Salisbury Armed Forces Day promises to be the biggest to date, as well as being the biggest free-to-attend event in Wiltshire this year.

SALUTING THE CHANGES

As Salisbury becomes the backdrop for the sight of sailors, soldiers and airmen and women marching through the historic streets, city leaders also hope »

» the day will be a showcase for troops relocating to the area from Germany. Roughly 4,500 British troops will move from Germany to Wiltshire this summer. Over 900 new homes are being built in the area; the town of Ludgershall will house 242 soldiers and their families, Bulford will house 225 families and 450 will be based in Larkhill. The project has a budget of £246 million and has been ongoing for over a year. Infrastructure is also being built to cope with the scale of the arrival - new schools and GP surgeries are planned.

RAISING AWARENESS

SSAFA, the Armed Forces charity, has been announced as the official main charity sponsor and the Royal British Legion is a charity partner for the Armed Forces Day. Baroness Scott of Bybrook, OBE, Leader of Wiltshire Council explains: "The charity does such valuable work supporting serving military personnel, veterans and military families. We are proud SSAFA is joining us in this key sponsorship role as we celebrate and say thank you to our Armed Forces for the vital role they perform in protecting us and our country."

Sir Andrew Gregory, chief executive of SSAFA, adds: "The provision of emotional, practical and financial assistance during times of need is at the heart of SSAFA. We call on society to join us in showing our gratitude to the men and women who make up the Armed Forces of today." General Dynamics, Landmarc, MiPermit and Nationwide Engineering are also supporting the event as gold sponsors. Platinum sponsors are KBR Aspire Defence and Lovell.

HUP TWO, THREE, FOUR!

The exact programme is yet to be finalised but it promises to be packed with exciting events and very important guests, including members of the Royal Family. On Friday, Hudson's Field showground will also be open to the public but military personnel will be the main focus, with Friday themed as a thank you to serving military personnel with a free afternoon BBQ for them and their families. This will be followed by

"This nationally acclaimed event is expected to attract 250,000 visitors over the three-day programme of events and entertainment"

a concert that is free to attend, but tickets must be booked online first.

There are other smaller events happening across the UK but Salisbury is hosting the national event.

Saturday is the main day and this is themed as the community day, with members of the Royal Family and the Government anticipated to attend. It begins with the parade in the city centre in the morning followed by a huge programme of entertainment including military demonstrations at the showground at Hudson's Field from 12 noon, culminating in an evening concert and fireworks display. It is expected these spectacles will be enjoyed by thousands of people.

Sunday focuses on veterans and young people - those who have served and those who may serve - with a commemoration and drumhead service, supported by the Royal British Legion, with the Bishop of Salisbury and padres leading the service. There will be a veterans' parade, a commemoration service and an attempt to set a world record for the largest human poppy in the main arena with more than 4,000 people.

TAKE A HIKE

Also look out for the SSAFA Armed Forces Day Hike, which finishes at Hudson's Field in Salisbury and is an opportunity to show support for the Armed Forces family. With a range of options available there is something for everyone, from a family-friendly seven-mile route, a 13.1 half-marathon distance, to the ultimate challenge, the 26.2-mile marathon distance route. The hike will help raise funds for SSAFA to support more than 70,000 people who go to the charity for help each year.

SHINE FOR SALISBURY

Local bands, acts and performers were given the chance to compete to perform

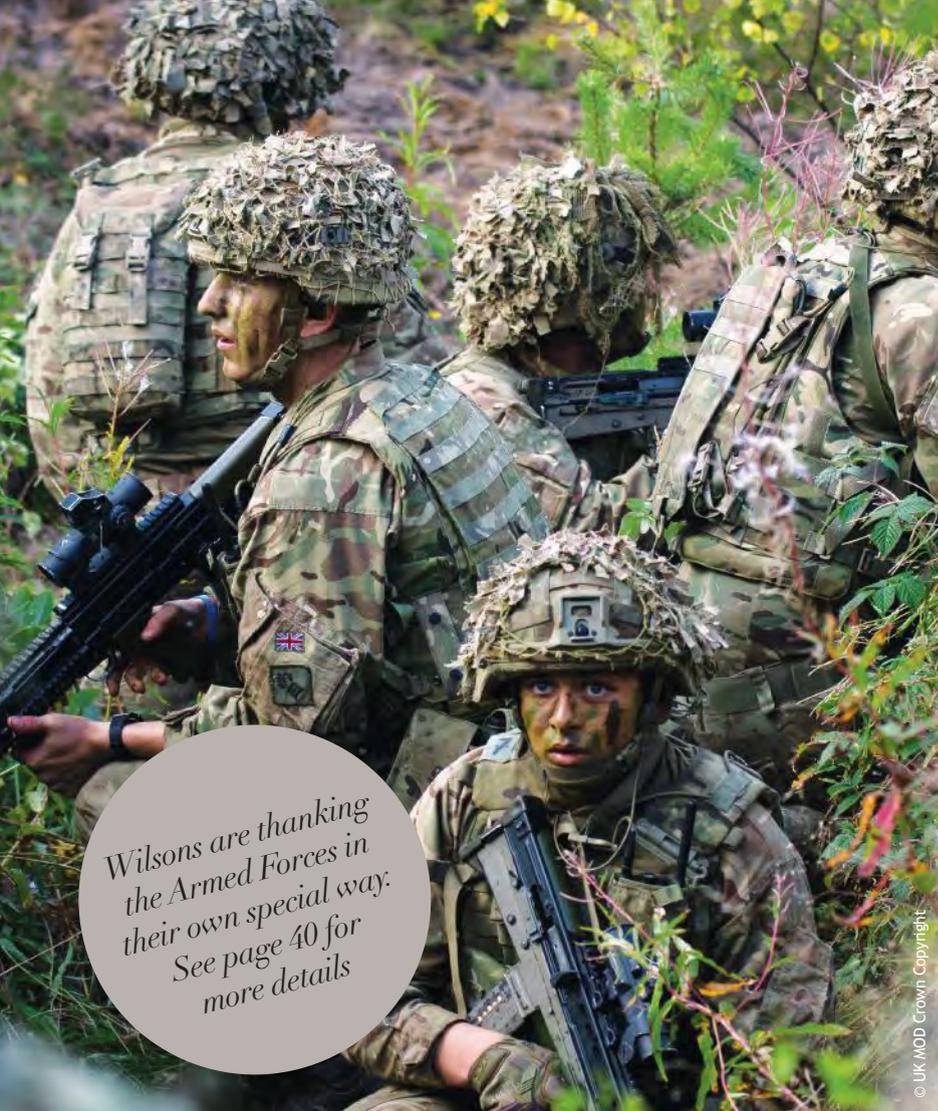
for Armed Forces Day with the Shine for Salisbury competition. Members of the public voted through a Facebook page for their favourite three acts, out of 17 finalists. The winners, Duck n Cuvver, The Treblemakers and Salisbury Rock Choir, will each be performing on one of the days at Hudson's Field. Duck n Cuvver is made up of Ian Lawes, Robert Hardie and Andy Reynolds.

Ian taught himself to play guitar, starting at the age of 15. He taught his son-in-law Robert to play around seven years ago and they have been performing as Duck n Cuvver for just under five years. They are both former soldiers - Ian served with the Light Infantry in the 1970s, including tours of Northern Ireland, while Robert saw action in both Bosnia and Iraq. They have recently been joined by Andy Reynolds. The band plays a mixture of classic hits and their own original material. They have performed many times in support of charities including cystic fibrosis, the Royal British Legion and SSAFA.

The Treblemakers have been together for four years and are made up of Ysanne and Kenny Duke on vocals, John Fennelly on guitar, Tim Clissold on drums and bass player Trevor Hannant. They are a local covers band from Salisbury and Amesbury playing classic floor fillers from the 1960s to the present day.

The third of the winners is Salisbury Rock Choir who are more than 90 men and women who love singing everything from pop and rock to Motown and ballads. Choir leader, Charlotte Mutch-Jones, says: "The Salisbury Rock Choir is over the moon to be performing at this year's Armed Forces Day National Event, and are so proud to be hosting it in our home town. Get ready for us to sing our hearts out!" ■

For more: www.armedforcesday.org.uk/ / www.ssafo.org.uk/ / www.wiltshire.gov.uk



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Wilson's are thanking the Armed Forces in their own special way. See page 40 for more details

BACKING AND SUPPORT

SALISBURY'S HOSTING OF THE ARMED FORCES DAY RECEIVED HIGH-PROFILE, LOCAL SUPPORT

Salisbury's MP John Glen: "We received a huge boost when it was announced that our city was chosen to host this year's Armed Forces Day. It will be a significant fillip for the city."

Baroness Scott of Bybrook OBE, leader of Wiltshire Council: "Thousands of people will join us here in Salisbury as we recognise and celebrate our Armed Forces and the vital role they perform in protecting us and our country, as well as honouring those who have served, our veterans. Wiltshire, I believe, is the home of the British Army."

Colonel Andrew Dawes, Commander South West: "Salisbury has many historic and current links to the military, so it is a great honour for us to support Wiltshire Council to bring Armed Forces Day to the city. It promises to be an impressive celebration, not just for Salisbury, but for the whole of the South West and the rest of the UK."

Pauline Church, Wiltshire Council cabinet member for economy and South Wiltshire recovery: "We are delighted the city has been chosen to host National Armed Forces Day. This nationally acclaimed event is expected to attract 250,000 visitors over the three-day programme of events. It will recognise and celebrate our Armed Forces and the support provided this year to Salisbury and Amesbury to get them back to normal."

Andrew Lord, chief executive of the homeless charity Alabaré based in Salisbury: "National Armed Forces Day 2019 will be held with great pride in Salisbury. It will be a fantastic occasion in a historic and resilient military city. At Alabaré we are glad to support our Armed Forces veterans in their time of need, and help them back to new stronger, healthy and resilient lives. We work closely with SSAFA, The RBL, ABF The Soldiers Charity, and many other organisations to help veterans into support as quickly as possible."



ABSOLUTELY *fabularium*



Writer Stephen Lycett, former head of English at the Godolphin School, talks novel writing, a Victorian childhood and going to school by steam train

Stephen Lycett has just published *Mr Blackwood's Fabularium*, a historical novel which paints a panorama of Victorian England through a series of short stories. He was head of English at the Godolphin School from 1995 to 2008, having taught before that in Framlingham in Suffolk and, back in the 1970s, in Trowbridge.

Q How long have you lived in Salisbury?

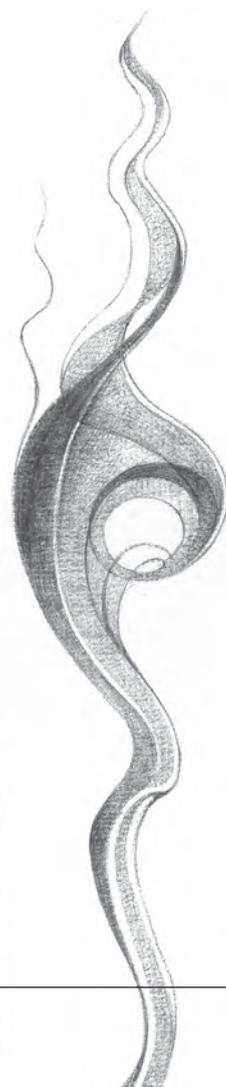
I came to Salisbury to take up my job at the Godolphin School in 1995, though I had a connection with the city before that. My wife had been a student at Sarum St Michael Teacher Training College at about the time that Churchill Way was first opened. Then it was an empty expanse of gleaming tarmac. What went wrong?

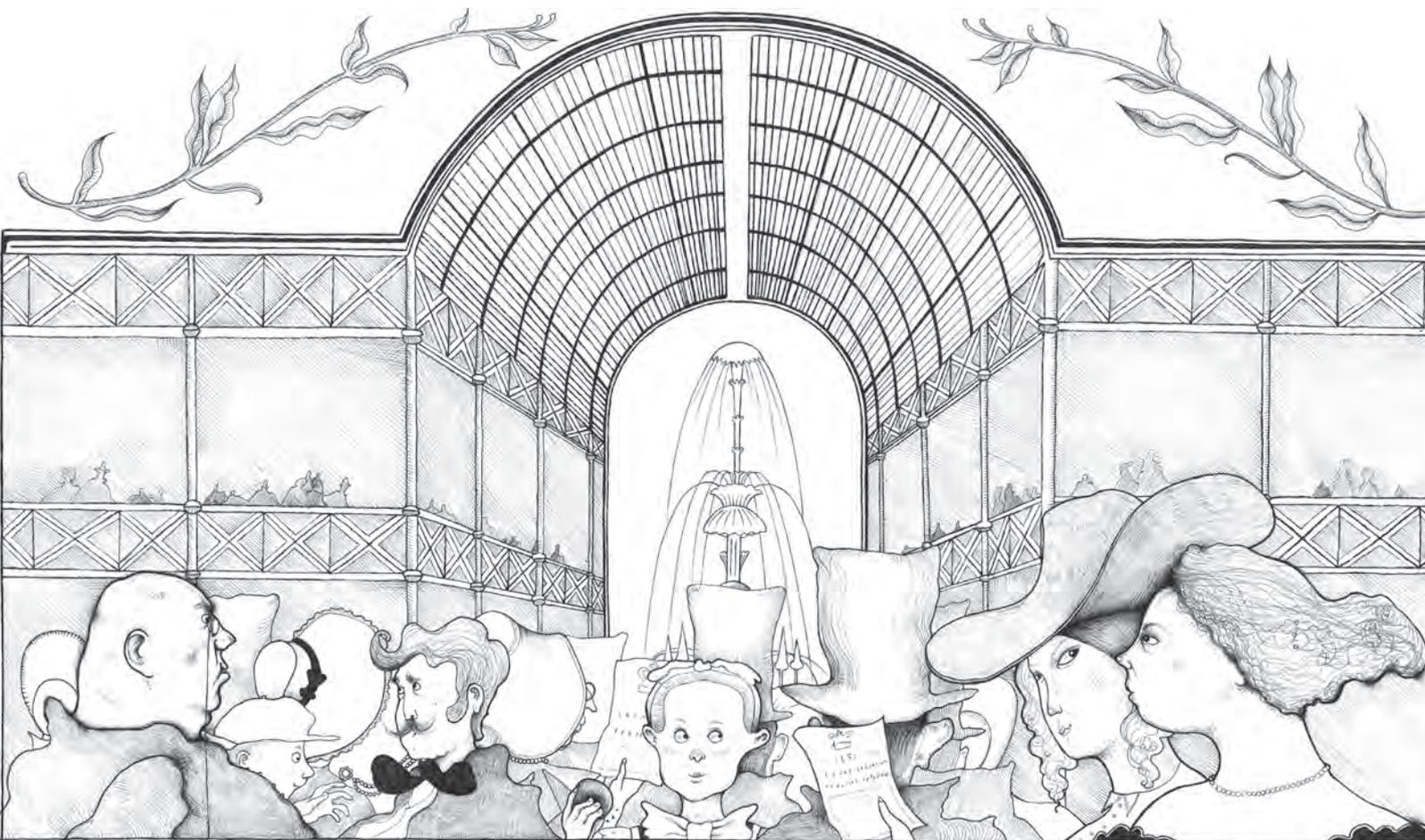
Q Can you tell us a bit about your childhood and early life?

Until I was four, I lived in a cottage on the Cannock Chase in Staffordshire. There was no electricity, so we lived by oil lamps and bathed in the water butt in summer! My mother washed our clothes by boiling them in a copper pan and then used a mangle to dry them.

In the early Fifties, we moved to Nottinghamshire. I went to school by steam train in the winter and cycled in the summer. A friend and I were allowed by the porter to light the gas lamps on the station platforms, which we thought a real treat.

I was sent to a Dickensian school run by three moustachioed Victorian ladies and lit by gas lamps. The teaching was poor, the sanitation deplorable and we were regularly caned.





Q When did you start writing and who has inspired you?
The first piece of writing I did was an imitation Sherlock Holmes story when I was about ten. My mother laughed at it. I was very hurt.

The biggest inspiration in my life has been Rhys Prosser, the Head of English at Trowbridge Boys' High School, where I had my first teaching post. He was a Welsh miner's son with an astonishing war record. He'd attended a Nuremberg rally as a young journalist before the war and had read everything (or so it seemed to me) that had ever been written. It is impossible to do him justice in a couple of sentences. He deserves a whole book.

Q What made you want to become a teacher in the first place?
Why I became a teacher I can't honestly remember. Like most boys of my age I wanted to be either an engine driver or an airline pilot. I sort of drifted into teaching, with a vague idea that I might change to something else later. Of course, I never did.

My first teaching job was Trowbridge High School in 1970. I enjoyed the girls' classes and the mixed classes. The boys were challenging! The best bits have always been teaching A-level.

Q What else have you written that you're proud of?
In the early Nineties I wrote a play called *No Balls At All*, based on the discovery that the original Biggles and the original Just William served on the same airbase in Iceland during the war. It had a reading at the Wolsey Theatre in Ipswich, but left people scratching their heads. I doubt it's revivable. But if anyone wants to make me an offer...

It took me nearly six years to write Mr Blackwood's Fabularium. It wasn't the writing that took the time: it was the research. But I'm making amends by working faster on my next novel!

Q What's next on your list - any plans for retirement?
I am still Godolphin's official photographer so I haven't quite 'retired'. The best thing has been

having time to write and - all teachers will agree with this - not having to mark exam papers or write reports. I also volunteer at Salisbury Museum.

I have three daughters and nine grandchildren. One daughter owns a kindergarten in Budapest, one is a successful artist in Yorkshire and the youngest is a midwife in Oxford.

I also play the piano and I'm lucky enough to have a fine Bechstein grand. As to how good I am, it might be safest to say that my reach exceeds my grasp! ■

Mr Blackwood's Fabularium

Mr Blackwood's Fabularium is a fictional account of a group of excursionists who travel from Canterbury to London to see the Great Exhibition of 1851. Illustrated by Talya Baldwin, it is available to order for £8.99 on Amazon or by visiting www.stephenlycett.co.uk



A WELCOME RETURN

The Salisbury International Arts Festival is back and its truly impressive list of events is as spectacular and thought-provoking as ever

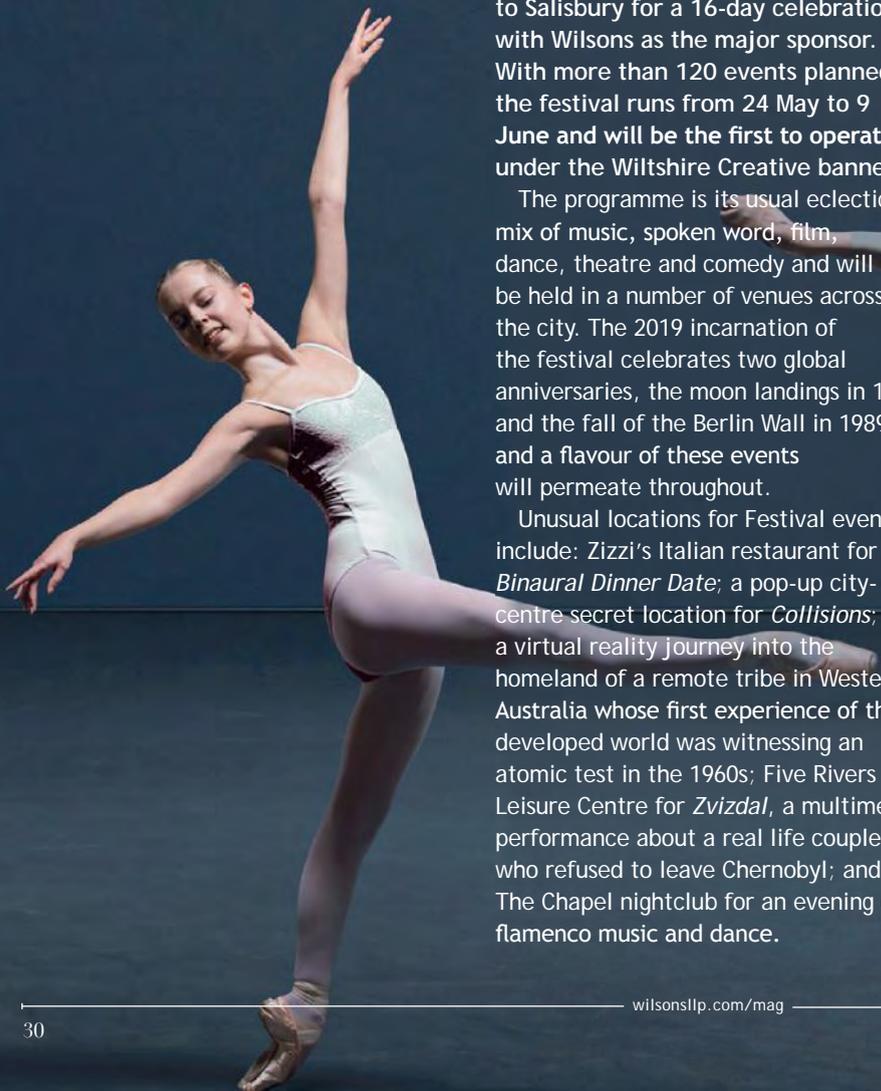
After a year's hiatus, when the city's arts organisations merged into one new body, the International Arts Festival returns to Salisbury for a 16-day celebration with Wilsons as the major sponsor. With more than 120 events planned, the festival runs from 24 May to 9 June and will be the first to operate under the Wiltshire Creative banner.

The programme is its usual eclectic mix of music, spoken word, film, dance, theatre and comedy and will be held in a number of venues across the city. The 2019 incarnation of the festival celebrates two global anniversaries, the moon landings in 1969 and the fall of the Berlin Wall in 1989, and a flavour of these events will permeate throughout.

Unusual locations for Festival events include: Zizzi's Italian restaurant for a *Binaural Dinner Date*; a pop-up city-centre secret location for *Collisions*; a virtual reality journey into the homeland of a remote tribe in Western Australia whose first experience of the developed world was witnessing an atomic test in the 1960s; Five Rivers Leisure Centre for *Zvizdal*, a multimedia performance about a real life couple who refused to leave Chernobyl; and The Chapel nightclub for an evening of flamenco music and dance.

"We are really very excited to be bringing the festival back. It has a long history in Salisbury and there is a huge affection for everything the festival stands for," enthuses Wiltshire Creative artistic director Gareth Machin. "The city feels ready for a big pan-arts celebration this year."

Central to the Festival will be a dramatic installation inside Salisbury Cathedral. Luke Jerram's *Gaia* is a huge,



seven-metre wide sculpture featuring detailed NASA imagery of the earth's surface that will be displayed under the spire crossing in the Cathedral for the duration of the Festival.

HIGHLIGHTS INCLUDE...

With the impressive *Gaia* as a stunning backdrop, events in the Cathedral will include the Bournemouth Symphony Orchestra playing Holst's hardy perennial *The Planets*, Harriet Mackenzie leading a glorious, nature-inspired concert with the London Chamber Orchestra including Ralph Vaughan Williams' *The Lark Ascending* and the Festival Chorus performing Alec Roth's beautiful choral work *Earthrise*.

Classical music lovers can also witness a performance of Beethoven's *Moonlight Sonata* and Debussy's enchanting *Clair de Lune* from the celebrated international pianist Melvyn Tan, alongside Jonathan Dove's *Catching Fire*. The acclaimed Sacconi Quartet will be joined by tenor James Gilchrist to perform Jonathan Dove's *In Damascus* and music by Arvo Part and Shostakovich. There is also the Pavel Haas Quartet playing Schubert's famed *Trout Quintet*.

Other music includes the Tim Kliphuis Trio with their blend of gypsy, jazz and

classical; folk singer Grace Petrie's unique take on life, love and politics and Radio 2's Claire Teal making a welcome return.

SPEAKING OUT

The central weekend will see a new Festival of Ideas, a programme of discussion and debate about the fragility of our planet. *Our Fragile Home: A Festival of Ideas* is curated by Rebecca Johnson, long-time campaigner and founding co-chair of ICAN (The International Campaign to Abolish Nuclear Weapons), which was awarded the Nobel Peace Prize in 2017. Speakers will include leading climatologist Chris Rapley and best-selling author Tim Marshall.

Other spoken word events within the Festival will see visits from David Lammy MP, international cricketer Vic Marks, former Guardian editor-in-chief Alan Rusbridger and news anchor Mark Austin. Other names speaking at the Festival include authors Victoria Hislop, Minette Walters and Alison Weir as well as naturalist Stephen Moss and retail champion Mary Portas.

TREADING THE BOARDS

The Theatre programme includes the return of The Lord Chamberlain's Men

with *A Midsummer Night's Dream*, performed outdoors in the Cathedral Close, and Theatre Re bring *The Nature of Forgetting*, a powerful performance about what is left when memory is gone. Meanwhile, award-winning artist Rachael Young is inspired by Grace Jones to imagine a different future for women of colour in *Nightclubbing*.

Following sell-out performances in The Salberg last year, Old Kent Road take to the Main Stage of Salisbury Playhouse with their ground-breaking tap dance show, Ballet Central (pictured) presents a varied programme of classical ballet and contemporary dance, and Swing Circus will dazzle with world-class circus skills that include the cyr wheel and acrobatic dance.

As we're sure you've gathered, the programme is ram-packed with excitement and that's not including the events we haven't been able to list! If you are after an exhaustive catalogue and more information, visit the Wiltshire Creative website (www.wiltshirecreative.co.uk) which will be constantly updated. ■



"I'm delighted that Wilsons can once again support the festival as it has always been a major part of Salisbury's culture and is instrumental in bringing together people from different communities and from all walks of life"

Stephen Oxley, Business Development Partner at Wilsons

FROM BEAN to bar

Salisbury-based Alexander Chocolate is committed to creating incredible-tasting chocolate as ethically as possible from start to finish

Combining the scientific with the creative, what started out as an experiment turned into not only a consuming passion but also a full-time enterprise for its founder Alexander Seaton. He kindly took time out to answer questions about his luxury chocolate brand.

Q How did you spend your time BC (Before Chocolate)?

I started working in catering at the princely age of 15 as a waiter. I eventually moved from front to back of house and ended up falling into the kitchen.

Once I was there I didn't come back out again. I discovered I had a propensity towards the precise and was able to work with very specific ingredients to follow recipes. This helped me gravitate towards the pastry section. Chocolate is one of the most common ingredients in desserts and I started playing with it more and more.

Q When did your love affair with chocolate begin for real?

It started when I needed to have an operation on my right foot. I was at home for two days after the op and I decided it was a good opportunity to

understand this enigmatic ingredient better. So I put a chocolate mould, a bag of chocolate and a microwave out on the table in the lounge. I wanted to deepen my knowledge and I very much enjoyed it. By the end of the second day, I'd already worked out an outline of the business and bought the domain name Alexanderchocolate.co.uk.

Q And from then on you were a man on a mission?

What I'd identified from having worked closely with food is that a lot of chocolate seemed quite samey. Then, after visiting a chocolatier to talk to about it, I discovered how to go forward with this ridiculous idea that I had. This particular person told me that he didn't make his own chocolate. I asked, Why not? What do you do if not? He went further and said that chocolatiers often don't even make their own fillings. For me that wasn't good enough and so I decided I wanted to make my own chocolates. And I wanted to make them ethically.

Q How easy was it to start making your own?

Perfecting a technique to make my own chocolate from scratch was an intense

journey. Google couldn't help me, so I had to theorise. I bought a whole collection of chocolate with 70% of cocoa and started to experiment. It took me eight months of researching ingredients, techniques and methods. I had to bring in equipment from India, Italy, Germany, and the US, just to try and complete this process of making chocolate.

Eventually I did it, and that's when it started to get really interesting. Because now I could use the most ethical beans I could find. And I could eradicate soy lecithin, because it wasn't needed and it's destructive to the rain forests.

I constantly reviewed my working processes, always trying to reduce plastic, to reduce carbon, to reduce waste. I wanted to work on increasing ethics, flavour, aroma, quality - and really take it back to what chocolate should be.

Q So what started as curiosity is now a passion?

Absolutely, it's this wonderful marriage of the creative and the scientific and of artistry - which is why I love it. For years I never considered myself to be a creative person, up until very recently, but now I've created a brand and a range of high-end chocolates, so I must be.

It is also incredibly scientific. I can tell you the exact temperatures that crystals develop in any particular chocolate. When we talk about tempering chocolate, it becomes truly enigmatic. It comes down to points of degrees. When I'm working with my chocolate, I want it at 33.6 degrees. If it's dark chocolate and it goes up to 33.8 degrees it's broken.

Q How does your brand of chocolate compare to what people can buy on the High Street?

There is a lot less cocoa butter in High Street chocolate and by reducing this you also reduce the aromatics. And by reducing the aromatics the flavour is affected. The flavours linger longer with Alexander Chocolate. It's in part due to the fact that we make small quantities. If you're doing a huge batch you have to grind for longer and you have a large surface area, and a lot of aromatics disperse in the process. A smaller batch means a smaller surface area and less time grinding which, ultimately, keeps the flavour in the chocolate.

Q Some of your flavours could be described as 'out there'. Have all your experiments worked?

Everything has worked so far. I even managed to make a Port & Blue Cheese chocolate work. It took a long time to perfect and I was on the verge of tears before I finally cracked it. It's generally considered to be the most beautiful looking chocolate I do, but I want to go much further.

I make a Honey & Rosemary chocolate for the Burley Manor Hotel in Ringwood, which is specifically paired with a dessert on the menu. There's also Cherry & Hibiscus and Damson Gin & Thyme. The most difficult has got to be Banoffee. No challenge is ever considered to be too great! ■

There's no need to resist temptation. Go to the Alexander Chocolate website for more details alexanderchocolates.co.uk

“Perfecting a technique to make my own chocolate from scratch was an intense journey. Google couldn't help me, so I had to theorise”





Regent 

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www.regenttailoring.co.uk



Regent is a contemporary, elegant clothing brand with British heritage at its core. Through our wealth of tailoring experience and our appreciation of timeless design, we use the best quality cloths and manufacturing methods to offer a wide selection of clothes and accessories for men. We also stock a limited range of clothing and accessories from complementary brands, including Aigle, Berghaus, Filson, Pendleton, Hagloff, Edwin, Red Wing Shoes and YMC, all of

which are available from both our Salisbury shop and online. Regent also offer a semi-bespoke tailoring service. A semi-bespoke service, which is frequently referred to as made-to-measure, yields results that are just as good as a fully bespoke tailor, but at a fraction of the cost and with far fewer fittings after the customer's measurements have been taken. Regent have access to a vast range of cloth, from esteemed weavers such as Lovat Mill, Holland & Sherry, Dugdale Bros. and Harrisons.

DRAWN FROM

Life

With his extraordinary talent as a draughtsman and portraitist, at his peak Augustus John was a towering figure in British art. A new exhibition reassesses his reputation

The ever-reliable Salisbury Museum continues its run of impressive exhibitions with *Drawn From Life*, a celebration of Augustus John's contribution to British art of the 20th century.

With works drawn from a wide range of museums and galleries, including the National Portrait Gallery and Tate, as well as from private collections around the UK, the show is a comprehensive retrospective of a great British artist. We quiz its curator David Boyd Haydock about the artist.

Q Why is now a good time to have an Augustus John retrospective? In 2009 I published a book on a group of artists who had all been at the Slade School of Art in London, *A Crisis of Brilliance: Five Young British Artists and the Great War*, which was followed by a successful exhibition at Dulwich Picture Gallery. A number of those artists, including C.R.W. Nevinson, Dora Carrington and David Bomberg, were influenced by, friends with, or supported by Augustus John.

Now relatively forgotten, in his day he was a hugely influential figure, and I was interested in exploring his life and career further and bringing his influence and importance back into public view. At the same time my co-curator, Michael Spender, Director of Poole Museum, was keen to host an exhibition dedicated to this once renowned artist with a very strong Dorset connection. He invited me to work with him on the exhibition at Poole in 2018, which was the first solo show dedicated to John's work this century.

Q The exhibition focuses on the work he did between the two World Wars. Why is that? In fact, the exhibition focuses on his work from his emergence as a leading artistic figure in the first years of the 20th century up to the period immediately after the First World War. This was the peak of John's artistic achievement. As Virginia Woolf wrote in 1922, by 1908 the era of popular portraitists John Singer Sargent and Charles Wellington Furse was over and:

"The age of Augustus John was dawning." Even before 1910, he was being described by some critics in England as "the greatest draughtsman of the century" and, in 1923, *The Burlington Magazine* declared that not only were the critics for him, "but the great mass of picture-goers have accepted him openly as an easy first among English painters; his name in up-to-date novels and comedies is quoted with a readiness that shows how much more completely he stands for modern art than anybody else".

The exhibition includes some of his most defining portraits painted after the First World War, including likenesses of T.E. Lawrence and Lady Ottoline Morrell. These were some of his last really great portraits, and after this his career was a story of slow decline - even though his fame persisted until his death in 1961.

Q How highly regarded was he during his prime? In his prime he really was considered the greatest living artist in Britain.

An obituary in *The New York Times* described him as 'the grand old man of British painting and one of the greatest in British history'. The latter wasn't really true, but gives a clear impression of the stature in which he was held.

Q What can you tell us about his bohemian lifestyle?

He was a notorious drinker, frequenting pubs all around London, as well as the Café Royal on Regent Street, where he was often left to pick up the tab. He was also a womaniser, who sired at least 14 children with six different women. For the three years up to 1907, when his wife Ida died following the birth of their fifth son in Paris, he lived in a ménage à trois with her and Dorelia, who would remain his partner until his death (although they never married).

Q Did his time as a war artist have an influence on his subsequent work and on him as a person?

For me, the Great War marks the end of »

MERIKLI:
A portrait of
John's first wife,
Ida Nettleship,
dressed as a gypsy



» his period of brilliance. He went to the Western Front as an official war artist for the Canadian Government, and though he made many drawings of Canadian soldiers, he never completed his epic canvas, and hated what he saw of the death and destruction. His abandonment of the Modernist style that characterised his work up to 1914 may be seen as a response to the horrors of the war.

Q Where does he sit in the line of British portrait artists?

John Singer Sargent was of the opinion that there had not been any drawing in Britain as good as John's early pencil-and-chalk portraits since the Renaissance. These works are very highly regarded, valuable and collectable (for those who can afford them - a c.1907 portrait of Dorelia sold for £194,000 plus commission at Christie's in 2013, a vast sum for a pencil drawing).

The portraits from 1919 to the mid-1920s are also well regarded, as are his many portraits in paint and pencil of his children. Through the last decades

of his life he was the go-to portraitist for those who could afford him, but he produced a lot of very unexceptional work. However, the National Portrait Gallery has recently acquired one of his portraits of his friend Dylan Thomas - and it was when painting friends and fellow artists that he was at his very best.

Q What in your opinion is his enduring legacy?

His extraordinary personality and his influence on the artists and writers around him far more than his art, unfortunately. Though he did paint some great works early in his career, as he himself acknowledged, he would in all probability be remembered in the future not for his own paintings, but as having been the brother of Gwen John, whom he regarded as the superior talent. ■

Augustus John: Drawn From Life runs from May 18 to September 29 at Salisbury Museum

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1. *Merikil*, 1902 | Augustus John (1878 - 1961) | Oil on canvas | 76.2 x 63.7cm | © The estate of Augustus John/Bridgeman Images | Image © Manchester Art Gallery

2. *Self-portrait*, 1901 | Augustus John (1878 - 1961) | Etching | 82 x 78mm | © The Estate of Augustus John/Bridgeman Images | Image © Poole Museum

3. *Tristan de Vere Cole*, 1953 | Augustus John (1878 - 1961) | Bronze | H 71cm | © The Estate of Augustus John/Bridgeman Images | Image: Collection of Tristan de Vere Cole

4. *Thomas Hardy*, 1923 | Augustus John (1878 - 1961) | Oil on canvas | 61.3 x 51.1cm | © The estate of Augustus John/Bridgeman Images | Image © The Fitzwilliam Museum, Cambridge

5. *The Blue Pool*, 1910 | Augustus John (1878 - 1961) | Oil on panel | 30.2 x 40.6cm | © The estate of Augustus John/Bridgeman Images | Image © The Fitzwilliam Museum, Cambridge

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Legislation, taxation, internationalisation, regulation...

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DIRECTORY

NEWS, INFORMATION, RESOURCES AND A CHANCE TO MEET THE WILSONS TEAM

LEGAL EXPERTISE

Wilson's highly ranked for legal services to charities

Our performance in the charity sector is rewarded once again

Wilson's has been ranked number two in this year's Top 3,000 Charities Directory, which recognises Wilson's as one of the leading providers of legal services to charities nationwide.

This is the eighth year running that Wilson's has achieved a prestigious place in the top three and the team are delighted to retain the second place ranking for a third consecutive year. Peter Jeffreys, a partner in the charity legacy team comments, "I am delighted that Wilson's is once again listed as the second largest charity law practice in the country."

This is a great recognition of our commitment to the sector. Our charity practice is a core part of the firm, and continues to go from strength to strength."

"I am delighted that Wilson's is once again listed as the second largest charity law practice in the country"

IN MEMORY OF

Sue Hickley

It is with great sadness that we have to report the death of Sue Hickley earlier in the year.

Sue was a chartered legal executive in our trust and administration team. After graduating from Southampton University with a First Class Honours degree, she dealt with trust administration and probate work for over 30 years and had a wealth of experience as a result. She was held in the highest regard for her humanity and professionalism by clients and staff alike.

Our thoughts are with Sue's family at this difficult time. She will be very fondly remembered and much missed by everyone at Wilson's.



REFURBISHMENT

New look for the office

Wilson's London offices in Lincoln's Inn Fields are undergoing a refurbishment. The first phase included the newly acquired fourth floor of the building, while the second phase covers the existing office space.

"In order to provide better facilities for our clients and improve the working environment of our team, we have expanded our London office in Lincoln's Inn Fields and given it a new look," says Wilson's operations director Rob Thomas.

#SALISBURY SALUTES

Wilson's are proud to support those that serve, and we will be celebrating Armed Forces Day in our own special way. Look out for our billboards popping up around the city in the build up to Saturday 29 June, and keep an eye on our website and social media pages for some fascinating insights from our staff and clients about what the Armed Forces means to them. #SalisburySalutes

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ART DAY ON THE HARNHAM WATER MEADOWS



Harnham Water Meadows will be open to artists on Saturday 8 June. Wilsons' IT support technician Tom Harriott is organising the event and will be guiding artists around on the day.

Registration takes place at 9:45, with a brief introduction to the meadows and a walk out to a choice of locations. There are exclusive views of the meadows, the cathedral, and the river Nadder. Light refreshments, facilities, and a limited

number of chairs are available. The event costs £10 per person, with accompanied under 16s free.

John Constable's 'Salisbury Cathedral From The Meadows' was first exhibited in 1831 and now resides in the Tate Gallery. Who knows, maybe this is the ideal opportunity for a budding artist to walk in his footsteps?

A MARATHON NOT A SPRINT

Trainee Georgie Glover ran the London Marathon this year for Barnardo's. Here's her personal account of the day and the work of the charity: "Back in October I was fortunate enough to get a spot with Team Barnardo's to run the 2019 London Marathon and raise money for this incredible charity.

The 16-week training plan was tough and required a lot of commitment, but the support from my wonderful family, friends and colleagues helped me keep going. Over the last six months I have learned a great deal more about the amazing work done by Barnardo's and have shared this with my supporters so they would know exactly how their generous donations were going to be put to use, and the more I learned the more inspired and proud I was to be representing Barnardo's. Nothing could have prepared me for the fantastic experience that is the London Marathon. There were complete strangers cheering my name and encouraging me along the course, with volunteers working tirelessly to hand out drinks and energy gels.

I was fortunate enough to speak to other members of Team Barnardo's ahead of the race start and was so humbled by their stories of how Barnardo's has touched their lives over the years, and went over the start line feeling so pleased to be running for such a worthy charity, and knowing that I had the support of so many friends, relatives and colleagues behind me.

This year was also the first time that fundraising for charity by marathon runners had surpassed £1 billion. At the time of writing I am almost to 80% of my initial fundraising target of £2,000 and am so proud to have contributed to the billion figure!"

<https://uk.virginmoneygiving.com/GeorgieGlover13>



TEAM NEWS

NEW JOINERS (L-R)



- Adam Cooper, Solicitor, Contentious Trusts and Probate
- Annie Wills, Solicitor, Property
- NOT PICTURED
- Joanna Blakelock, Senior Associate, Family
- Amina Nardiello, Solicitor, Contentious Trusts and Probate

PROMOTIONS (L-R)



- Joyce Salkeld, Senior Associate
- Tim Olliff-Lee, Senior Associate
- Sarah Secker, Senior Associate
- Kate Penn, Associate
- Debbie Ashenhurst, Partner
- Nicola Bushby, Partner

CONGRATULATIONS

- Holly Peck, Trainee Legal Executive, passed her CILEX Contract Law exam
- Karen Nicklen, Paralegal, passed her CILEX Law of Wills and Succession Level 3 exam
- Joyce Salkeld, Associate, awarded the STEP Advanced Certificate in Cross-Border Estates. These awards recognise the top scoring students at distinction level in each of the STEP

Contact us
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Closing date 31 August 2019



We'd love to hear your opinion of Wilsons Magazine. Whether you're a regular reader or this is the first time you've picked up a copy, your opinion counts. What do you enjoy most? How relevant are the legal articles? Do you enjoy the 'lifestyle' features? Would you recommend the magazine to a friend? Please take five minutes to complete the survey using the pre-paid postcard inserted into this magazine, or by completing the survey online via wilsonslp.com/mag, and you could win a fantastic prize!



WIN!
 Complimentary one night dinner, bed and breakfast at either RHINEFIELD HOUSE HOTEL or BAILBROOK HOUSE HOTEL
 The stay is valid Sun-Fri, subject to availability and for redemption within a year

Prize Draw Terms & Conditions. By taking part in a Prize Draw, you agree to be bound by the Prize Draw rules. Late or incomplete entries will be disqualified. Entries must be submitted by an individual (not via any agency or similar). The winner(s) will be selected at random after the specified closing date. Winner(s) will be notified by email or telephone within three months of the closing date. Wilsons (the "Company") reserves the right in its sole discretion to substitute any prize with cash or a prize of comparable value. Unless otherwise stated, the Prize Draw is open to UK residents of 18 years and over, except employees of Wilsons and any party involved in the competition. If you are a winner, you may have to provide additional information. Details of winners will be available on request within three months of the closing date. If you are a winner, receipt by you of any prize is conditional upon you complying with the Prize Draw Rules. You acknowledge and agree that neither the Company nor any associated third parties shall have any liability to you in connection with your use and/or possession of your prize.

The prize must be booked and redeemed before end Oct 2019 and is subject to availability. Valid for two people sharing a classic room. Dinner allocation includes £35pp to spend on food (drinks excluded). 10% discretionary service charge will be added to food and beverage bills. Valid Sunday - Friday, excludes bank holidays and Saturdays. Travel, drinks and additional charges are not included. This promotional competition is not for resale, is non-refundable and non-transferable and will not be replaced if lost or stolen. No cash refunds can be given under any circumstances.

GETTING FROM 'POINT A TO POINT B'

Senior Associate Joanna Blakelock assists clients on a broad range of family law matters and believes that empathy is one of her most important skills

Q How long have you been at Wilsons? And what is it about the firm you like?

A I started work at Wilsons on 10 December last year, so I've been at the firm for nearly six months. I have been made to feel very welcome and what I most like about the firm is the sense that everyone treats everyone else in the way in which they would like to be treated. That, for me, is extremely important, and the marker of a lovely place to work.

Q What specific area of law do you work in? And what are your individual specialisms?

A I practise family law and handle cases involving all aspects of work relating to the breakdown of relationships, marriages, and civil partnerships, including financial division, and also assisting with arrangements in relation to their children. I also advise on the merits of cohabitation agreements and prenuptial agreements.

Q What is it that particularly draws to you to this area of the law?

A From the outset of my career, I always enjoyed the concept of being able to help someone out of a particularly troubling period of their life, and enabling them to feel empowered and stronger at the end of the process. Family law itself is also a very 'collegiate' practice area in the sense that family lawyers tend to socialise with other family lawyers, solicitors and barristers. This means it's easier for us to maintain relationships which ensure that matters can be dealt with both professionally and as amicably as possible. It is often much easier - and indeed better! - to just pick up the phone.

Q What qualities do you need for your role and how important are people skills?

A I believe the most important skill for a family lawyer is to be able to empathise with our clients and try to see each element of their case from their point of view. It can be too easy for any lawyer to become engaged in 'litigation by correspondence', but it is important for us to stay focused on assisting a client in getting from 'Point A to Point B' as efficiently and successfully as possible, maintaining our focus on the holistic view of the case rather than getting bogged down in the minutiae.



MAINTAINING FOCUS
We try to avoid getting bogged down in the minutiae of a case

Q Can you tell us something about the sort of clients you deal with on a daily basis?

A I help a huge variety of clients day to day. The majority of my clients are going through divorce proceedings and need my help to assess their position. Generally speaking, I think it is fair to say that the age range of my clients is widening; people are separating later on in their lives, and indeed, earlier. Society as a whole is viewing marriage and subsequently divorce differently, with many more people choosing to cohabit instead, which brings with it its own problems. 'Cohabitees' do not acquire 'common law' status and entitlements in the way that a lot of the public seem to believe to be the case.

Q How do you stay on top of the complexities surrounding this area of the law?

A I am fortunate enough to regularly be invited to seminars hosted by local barristers' chambers which are always very informative. In addition, and crucially in family law, a lot of the skills and attributes that good family lawyers need to possess, also reflect what have fondly become known as our 'essential skills' in relation to training of a more practical nature: learning to understand the psychology of some of our clients, managing their perception of the problems and challenges that they face, and getting to grips with the impact of separation on children being torn between two parents. Those skills are often harder to develop, but no less important than having a good grasp of the complex law in our field.

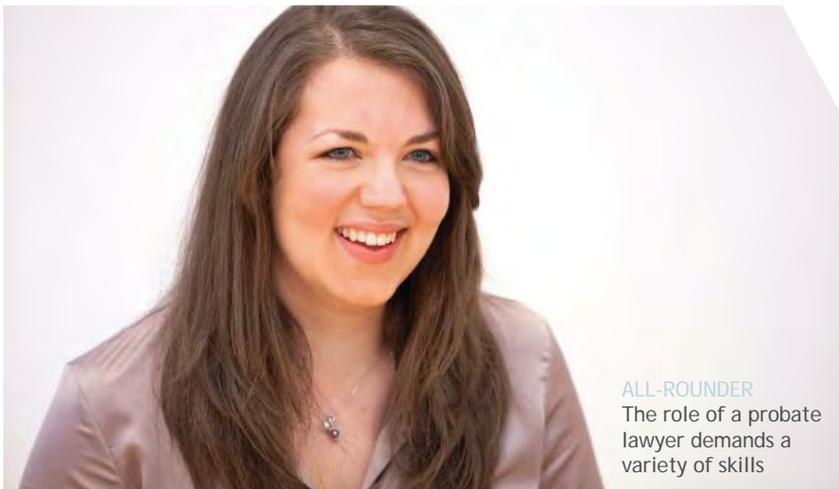
Q What do you believe is the fundamental strength of mediation?

A All forms of dispute resolution have their place. Mediation can be an excellent tool for practitioners to help their clients find a path that best suits their needs. As a process it can be entered into at any time, so for some clients it works at the outset of their matter, but for others, it can still be hugely beneficial even once court proceedings have been issued! It allows the couple the opportunity to have honest conversations with one another face to face, but both parties need to be willing to come to the table to negotiate away from their respective positions.

Probate and estate administration

A day in the life of a Probate Lawyer

Probate work is anything but straightforward with no two estates ever the same. Probate solicitor Lisa Schiel attempts to talk us through a typical day



ALL-ROUNDER
The role of a probate lawyer demands a variety of skills

Probate is one of those words that people have often heard but they don't necessarily understand what it means. So, let's start with a quick definition. 'Probate' is the legal process involved in dealing with the property, money and possessions of a person who has died.

Now while that description may sound straightforward enough, this is a multi-layered process which isn't straightforward and no two estates are ever the same. The probate process often involves a large amount of complicated legal, tax and financial work, which is why Wilsons' specialist probate and estate administration team is full of experts in their field.

One such expert is Lisa Schiel, an associate in the team who specialises in probate, wills and mental capacity work. She qualified into the probate team in 2013

and, as she demonstrates through the course of this article, believes that her role demands a mix of technical knowledge, organisational skills and empathy for clients who are often going through a distressing time.

The initial intention for this article was to talk through a typical day in the life of a probate lawyer, but it quickly became clear that the complexity and variety involved in administering an estate meant there really isn't such a thing, so instead this is a blended approximation that highlights the many aspects of her role and provides a brief overview of the probate process.

"People may hold the opinion that probate is dull and merely requires sitting in the office and working through estate accounts, but it is anything but boring. Often I come into the office with a list of all the things I want to achieve that day, a plan that is immediately blown out of the water when I receive an urgent message and need to drop everything and run, for example to the hospital to prepare a deathbed will or immediately after a client has died."

EARLY MORNING

To obtain a grant of probate, the legal document which confirms the authority of the executors to act and 'unlocks' the deceased's assets, the executors first need to complete an inheritance tax return and statement of truth.

The first phase of the probate process is therefore to identify and value all of

the deceased's assets, liabilities and lifetime gifts in order to determine the value of the estate and complete the inheritance tax return.

"We get involved in the estate administration process as much or as little as our clients want," says Lisa. "It depends on who is appointed as the executor and how much work the executors want us to carry out on their behalf. Regularly we work with family members who are executors and they may instruct us to perform certain elements as they will deal with the rest. We also have deceased clients who, for whatever reason, have appointed a partner at Wilsons or our trust corporation as the executor.

"In cases like these we are responsible for doing all of the work. This can start with us registering the death and then arranging the funeral, which as you can imagine involves a lot of organisational work and liaising with family and friends".

LATE-MORNING

"Once we have been notified that someone has died, we often have to go out to a deceased's property to retrieve valuables and secure the property. We have to be careful because something that might look like junk could actually be very valuable."

If applicable, the valuables are then valued by experts. Valuations are important for the inheritance tax return and will be reviewed by HMRC.

"We also search the deceased's property for important paperwork about the assets and liabilities, so that we can notify the insurers and all financial organisations of the death," explains Lisa.

EARLY AFTERNOON

For many differing reasons, obtaining a grant of probate can be problematic, which means Lisa often has to apply her technical knowledge to apply for unusual grant applications. These can include letters of administration, attorney grants, interim grants, grants requiring orders from the Court first where the circumstances are unusual, re-sealing foreign grants and also applications to prove a copy will where the original will has been lost.

One of the other areas the team can add real value is with the administration of high value and complex estates. It's here that Wilsons' specialist expertise in tax and estate planning comes to the

fore. Wilsons can assist with ensuring that all relevant tax reliefs are claimed in the inheritance tax return and, where appropriate, restructuring an estate to be more tax efficient or to protect family assets. Wilsons also regularly deals with cross-border estates where the deceased owned foreign assets.

"Tax is a complex area and it is easy for executors to get this wrong", says Lisa. "We can advise our clients about tax matters as part of our advice on the correct administration of an estate".

LATE AFTERNOON

"If I don't have to rush out of the office in an emergency, a lot of my day is often spent on the phone or dealing with correspondence and emails," says Lisa. "There is a great deal of paperwork. While keeping the estate accounts, for example, every single transaction that occurs during the estate administration needs to be recorded."

Preparing estate accounts which document all payments into and out of the estate, showing the balance left for distribution to the beneficiaries, is all part of the process, as is sending the accounts to the executors for approval.

Once we have settled the liabilities and obtained clearance from HMRC, providing there are no challenges to the estate (contentious probate is a whole different story for another day), the final phase involves transferring any assets that the beneficiaries wish to retain and distributing the balance of the estate funds.

"As you can see, a day in the life of a probate lawyer can be anything but straightforward", says Lisa. "The most rewarding aspect of my role is helping clients through a difficult time". As we have mentioned earlier not only are technical and organisational skills absolutely paramount, so is the ability to interact and empathise with people on a personal level. A core value in the way we work at Wilsons. ■

"We have to be careful because something that might look like junk could be very valuable"

Lisa Schiel
Associate
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“Helping clients successfully navigate through what is an increasingly regulated business environment is absolutely key to what we do”



Corporate and Commercial

Directory

Meet the team

Made up of a range of highly experienced lawyers, the team is focused on helping businesses and entrepreneurs reach their goals



James Johnson
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The corporate and commercial team at Wilsons specialises in helping businesses get where they want to be, providing valuable advice relating to mergers and acquisitions, commercial contracts, intellectual property, data protection and share schemes, as James Johnson explains.

What is the core activity of your team?

The core activity of the team essentially divides into two distinct parts. The first being the acquisition and disposal of companies and businesses, both for corporate shareholders and private individuals. The second is commercial advice, including on a range of contracts as well as advising on share schemes, restructurings, intellectual property and data protection matters.

What are your team’s greatest strengths?

The team consists of a range of highly experienced lawyers, from a City or large regional firm background with extensive experience of a wide range of transactional and commercial work. In all our work we aim to guide our clients to the right outcome while at the same time presenting the available options in a clear and pragmatic way.

Who typically are your clients?

Our clients are companies, businesses and entrepreneurs who operate in a variety of sectors and include tech and smaller start-up companies, large corporates and



Whether you’re an independent small business or a large multi-national, our team of lawyers will give you insightful, pragmatic and clear advice. As Chambers recently wrote: “The team’s multifaceted breadth of expertise encompasses flotations, transactions and investments.” In short, we cover the full lifecycle of your business.



full listed plc's. We also act for a number of farming companies, partnerships and charities reflecting the broad range of the Wilsons' client base.

How important is it to have an understanding of your client's goals and ambitions?

This is vital and we prioritise this aspect in our client relationships. Our advice can only be truly of value if we have a clear understanding of what our clients are trying to achieve.

How often do the laws change in your area of expertise?

We are lucky at Wilsons to have excellent library and knowledge management systems as when new legislation comes into force we need to get up to speed quickly. An example of this is the introduction of the General Data Protection Regulation (GDPR) as to which we now have a specialist team.

Does your team's work cross over and involve other areas of Wilsons?

We work closely with teams across the firm but particularly with the commercial property, employment and tax teams. Moreover, the firm's work in advising wealthy individuals in relation to their private affairs results in instructions relating to the acquisition or disposal of their personal business assets. This happens far more at Wilsons than in other firms due to the size and quality of our private client base.

At the end of the day what gives you and your team the most satisfaction?

For us it is all about building relationships with our clients. Much of the work we handle is very complex and technical and helping clients successfully navigate through what is an increasingly regulated business environment is absolutely key to what we do. ■

CORPORATE AND COMMERCIAL

Experts in their field



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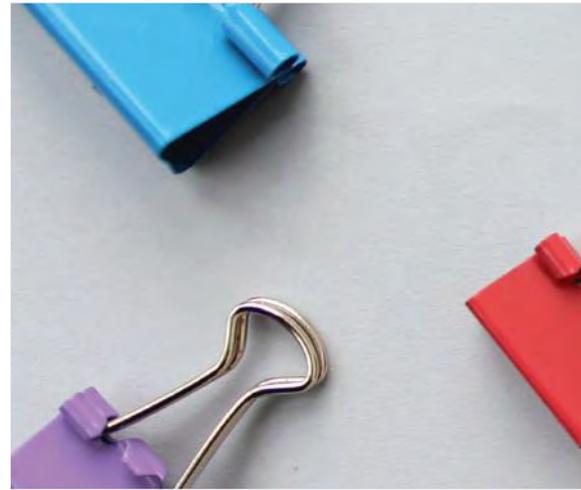
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Please note: the full team can be seen on the Wilsons website

What we do

Directory Services

Whether for personal or business services, Wilsons offers high-quality legal advice



PERSONAL LAW

FARMS & ESTATES



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We manage the sale, purchase or letting of substantial rural properties and businesses. The team guides landowners through the process of realising their development opportunity, whilst attaining maximum potential from their asset. We also specialise in the development of predominantly greenfield sites in the South of England.

RESIDENTIAL PROPERTY



Tim Clayden
Partner
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We handle the legal aspects of sales and purchases of properties ranging from three-storey homes in the heart of London, to landed estates in the Wiltshire countryside. The variety of our case-load at any time could be said to mirror and represent the different levels of sophistication, and various requirements, of the clients we look after as a firm.

TAX & TRUSTS



Adam Herbert
Partner
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Our team advises on personal affairs and the management and protection of assets. Much work focuses on transferring assets down the generations in a tax-efficient manner. This includes drawing up wills and powers of attorney, forming onshore and offshore trusts or other asset holding structures, and advising on associated capital taxes. See our Team Profile on page 44.

WILLS & TRUSTS DISPUTES



James Aspden
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We have one of the leading teams of wills and trusts disputes experts in the country. Our breadth of experience and expertise lets us provide a full service whenever difficulties arise in relation to an estate or a trust. We are known for our discreet, pragmatic approach and we regularly act for clients in mediation and other aspects of dispute resolution.

PROBATE & TRUST ADMINISTRATION



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Our team manages a broad range of wills, probate and trusts ranging in value from £500,000 to £80m. Many of the wills, probate and trusts we manage hold business, agricultural and heritage assets. We liaise closely with members of Wilsons Will & Trust Disputes and International Tax & Trust teams to provide a seamless service. We also advise on mental capacity issues.

FAMILY



Jacqueline Fitzgerald
Partner
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We advise on the full spectrum of family-related matters including pre and postnuptial agreements, civil partnership agreements and matrimonial issues, including asset and pension division, trust arrangements, spousal maintenance and maintenance for children. We act for clients based throughout the South of England.

“Wilson’s is one of the leading providers of legal services to charities nationwide”

The Top 3,000 Charities Directory

BUSINESS LAW

COMPANY COMMERCIAL



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We have a lot of experience helping businesses achieve their purpose, and business owners achieve maximum return, from buying or selling and getting the most from investments to restructuring and general financing issues. Whether advising a corner shop, a substantial privately owned company or an international financial institution, we are well placed to assist.

EDUCATION



Stephen Oxley
Partner
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Our dedicated schools team works with head teachers, governors and business managers on a wide variety of legal issues related to education. We specialise in advising maintained schools, academies, free schools, independent schools, local authorities and Church of England Diocesan Boards on all their legal requirements.

EMPLOYMENT



Anthony Edwards
Partner
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We offer a proactive and personal HR support service aimed at providing our business clients with effective and commercial solutions to assist them in recruiting and managing their human talent. The area of employment law is as fluid as it has ever been and we keep abreast of all changes in order to be able to best advise our clients.

COMMERCIAL PROPERTY



Jane Lonergan
Partner & Notary Public
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Our commercial property lawyers act for companies with significant investment landholdings, renowned educational institutions, big charities and leading professional practices. Our advice also provides value for money to entrepreneurs, start-ups and smaller businesses and we deal in lettings, developments, freehold acquisitions and disposal and more.

LITIGATION



Ben Thornton
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We are particularly well known for property disputes and contentious trust and probate work, however this growing team also advises on contractual and commercial disputes, professional negligence, Court of Protection litigation, Judicial Review and injunctions.

CHARITIES



Gillian Fletcher
Director of Charity Law and Governance
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We act for many charities, advising on law, governance and constitutional matters. We advise on the powers and duties of the trustees, compliance with the charity’s objectives and procedures in the governing documents. We have a solid relationship with the Armed Forces and their charities and our specialist legacy team is the largest outside of London.

Salisbury resident Kate Penn is a solicitor in the Residential Property team. Her dog Daisy keeps her busy

PERKS OF THE JOB
Kate's role means she gets to see some of Salisbury's loveliest properties



WHAT'S YOUR FAVOURITE...

1 THING ABOUT WORKING AT WILSONS?
I trained at Wilsons and I have always appreciated the support and friendliness of my colleagues. I work in the property department and I enjoy the variety of work, both within my own department but also in assisting other departments within Wilsons. This variety means that my work covers the purchase of a large, listed building in the Close or helping first time buyers with their first property or assisting a charity with the sale of a property which has been left to them as part of a person's estate.

2 THING ABOUT WORKING IN THE LEGAL PROFESSION?
I enjoy a good problem to solve and my work certainly offers this. I enjoy meeting with my clients to discuss their plans for moving house and talking through all their worries and concerns. I appreciate that moving house is one of the more stressful tasks people undertake and I enjoy being able to take some of that stress away throughout the whole transaction. It is also wonderful to see how happy clients are at completion when they receive the keys to their new house.

3 THING ABOUT WORKING IN SALISBURY?
I live in Salisbury and it is wonderful to be able to walk to work and then to enjoy the proximity to the shops and Cathedral at lunchtime or the evenings. In the winter, I make the most of being able to do some extra shopping but in the summer, I enjoy lunch and a good book in the Cathedral Close.

4 BUILDING/PIECE OF LOCAL ARCHITECTURE?
One of the privileges of being a property solicitor in Salisbury is the exposure to some really beautiful properties from small quaint cottages tucked away in some of the remote villages to the grander historic houses, with large gardens often encompassing one of the five rivers around Salisbury. However, the properties within the Cathedral Close, including the Cathedral walls and gates are definitely some of my favourites.

5 PUB IN THE AREA?
My favourite pub is the Wheatsheaf Inn in Lower Woodford. On a nice Sunday when the weather is good, we love walking there from Salisbury along the river Avon with our Labradoodle, Daisy. The pub is dog friendly, and even offers Doggy Ice cream!

6 NIGHT OUT IN SALISBURY?
One evening last summer, there was a lovely concert in the Cathedral and I sat outside, in the Close, enjoying the music with fish and chips for dinner. It was such a wonderful experience and reminded me of why I love living in Salisbury.

7 DAY TRIP FROM SALISBURY?
Salisbury is surrounded by so many beautiful places and I would happily spend a day out in Bath, walking in the New Forest or a dog walk at Hengistbury Head. However, my favourite day trip would be to the Kennet and Avon Canal. Walking the entire length of the canal is on my 'to do' list. ■



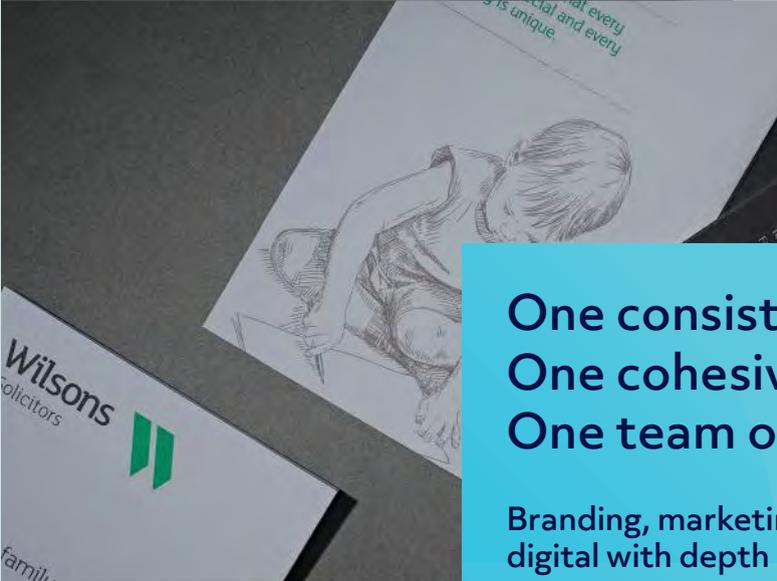
DAISY
Kate's beloved dog is a constant companion



FISH & CHIPS
The perfect accompaniment to a concert outside the Cathedral



KENNET & AVON CANAL
The canal network is 87 miles long



One consistent approach
One cohesive message
One team of experts

Branding, marketing & digital with depth

wearefathom.com

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