



DMH Stallard

Our focus is you

Shaping the future for  
you and your business

# Welcome to DMH Stallard

Quality legal support allows businesses to manage risk, market their products, make sound investment choices, protect their workforce and their other assets, and deliver strategic goals. We offer a partner-led service which allows for quick decision making and strategic advice and this is complemented by a range of legal expertise and resources to deliver to tight timescales when needed. We are proud of our track record and reputation.

We prefer to establish strong and long-term relationships with our clients, which builds trust and understanding. We regularly obtain client feedback, so that we can continue to improve; we know our clients value lawyers who listen to them and who provide jargon-free advice consistently on time and to budget. We will not disappoint. Our clients, our people and our professional networks are the keys to our success.



**Richard Pollins**  
Managing Partner

**Our focus is you**  
**If we can help you or**  
**your business please**  
**get in touch.**

0333 323 1580

[enquiries@dmhstallard.com](mailto:enquiries@dmhstallard.com)

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# Your business is unique. The support you need is unique.

In a rapidly changing world every business faces new challenges. Those challenges mean that there is an increasing need to be agile, and your legal partner must respond effectively and provide the right support for you. At DMH Stallard we know that our success is linked directly to helping you achieve your goals. We deliver successful outcomes for businesses by providing exceptional legal services with energy and creativity, backed by world class professional expertise.



# How we work with you

## **Client success**

Our talented team listens so that we understand your needs; we bring empathy, expertise and creativity to help you meet your business goals.

## **Expertise**

We engage and work with you to identify and prioritise your objectives using our knowledge and experience to deliver clear advice that works for you.

## **Relationships built on trust**

We are committed to supporting our clients, our colleagues and the communities in which they work.

# Our services for businesses

## Your business - securing corporate success

Your business is always evolving and changing to meet the demands of your market and clients, so it is important to work with lawyers who understand and listen to your needs. DMH Stallard's award-winning corporate lawyers can support you across the full range of corporate and equity requirements, whether you are an entrepreneurial start-up, a fast-growth company or a large corporate operating in the UK and abroad. We support large and complex transactions, but our clients are typically entrepreneurial in style, preferring a responsive, focussed approach from our corporate legal team who can deliver deals and draw on additional resources where needed.

**“ ... this was a complex deal and there were enough partners at the right level to keep it going ... they were contactable and available.”**

Client quote

## Contract support

Commercial contracts are an inevitable part of business life. Our lawyers should be your first port of call when seeking advice and support on a broad range of operational, and contractual matters. Many of our team are drawn directly from business backgrounds - having worked in-house or managed companies themselves. We can provide solutions to complex commercial problems; we ensure that we first understand your commercial imperatives, then tailor the legal solution to those needs. As well as working for established national and global brands, we also work with newer, fast-growing enterprises and are able to make sure that the commercial arrangements of our clients are fit-for-purpose now and position them well for their future.



“They are very switched-on, their advice and legal knowledge is sound ...”

Client quote

### **Business finance and investment**

Every business will need capital or investment at some stage in its development. As well as advising businesses, we work closely with a number of national and international banks and other funders to implement deals that are secure, have realistic terms and allow your business objectives to be met. From simple loan agreements to complex international finance arrangements, our lawyers advise borrowers, institutional and private funders. We help our clients achieve successful, timely and cost-effective outcomes with the minimum of fuss.

Our banking and financial lawyers have real-world experience, some gained from having worked in the financial services sector. The result is a team that is up-to-date with the rapidly evolving issues which are relevant to our clients and always in touch with the latest market developments.

### **Effectively managing your cash flow**

We understand the challenges faced by businesses in recovering unpaid fees from their clients. The impact on cash flow as well as on time and resource can be significant. Through our highly effective, low cost debt recovery service, we have successfully helped numerous clients generate additional revenue for their businesses.

Our highly experienced team offers a specialised and effective service for the recovery of uncontested commercial debts across the UK and on an international basis using highly sophisticated IT systems and working on either a fixed fee or “no win no fee” basis.

The competitive fixed fees and volume discounts we offer for undefended debt recovery matters provide both certainty for our clients and great value for money.

Where a matter does become defended, it can be seamlessly transferred to our experienced and specialist team of dispute resolution lawyers who will continue to work with you to resolve the matter.

### Your people - employment and work

Businesses face constant challenges in relation to their people. Whether attracting and retaining the best talent, planning or reshaping staffing structures or managing employee relations, every business needs to have a clear strategic approach to HR issues and the support to deliver that approach on the ground. Our highly regarded employment team provides a responsive, outcomes-focussed service. We do this while fully appreciating the context of the employer organisation

and this influences how any issue is approached and resolved.

We work closely with in-house HR teams on complex issues as well as providing day to day advice. We pride ourselves on providing end-to-end support; when necessary we handle Employment Tribunal claims, usually conducting our own advocacy.

The world of work is changing. While the employment relationship is still the most common, we have expertise in advising on other commercial contractor arrangements (including IR35) and the arrangements between LLPs and their members.

Our clients range across the private, public and third sectors. In a highly competitive work area, we believe that our long-standing client relationships, and the steady flow of new work through referral or recommendation, are reflective of the value our clients place on our support.

**“Business  
people who  
happen to  
be lawyers.”**

Client quote

### Recruiting overseas talent

Sometimes, delivering the best mix of experience, qualifications and skills for your organisation means employing someone from outside the UK. Whether you want to hire a foreign national, bring an existing employee to the UK from an overseas office, or ensure that you have the systems in place to prevent illegal working, our expert business immigration lawyers can help. Our experience and network of contacts enable us to advise on a local, national or international scale, providing support to commercial and not-for-profit organisations.

### Commercial real estate

Real estate is a critical part of every business but the way in which property is used varies depending on whether your business relies on real estate to provide a base from which to offer business services, or invests in property to generate profit. We have an in-depth understanding of the property market and provide advice from real estate investments, to developments and how to finance these, to places to work and live.

**“ Good knowledge and understanding of what we do and the challenges we face – this is particularly important and reflects the team at DMHS being experienced subject matter specialists.”**

Client quote

Our real estate lawyers have the expertise to help you make the most out of your real estate assets and transactions.

DMH Stallard’s award-winning team provides a partner-led service. We aim to build long-term relationships with our clients which reflect the long-term nature of property investment and management. Our collaborative approach and clear strategic advice helps our clients to meet their objectives, maximise revenue and avoid problems in the future. We provide a genuine start to finish legal service and when speed is important the scale of our practice enables us to assemble teams and turn projects round rapidly and efficiently.

## Real estate disputes

Taking on property commitments is a substantial risk for any business. The various rights and responsibilities that are bound up with property are often complex and disputes are common and can be high-value. It is usual for disputes in this area to be based on highly technical legal points, and when property disputes arise it is important that you understand clearly your options and take action quickly.

We resolve disputes by thorough analysis to achieve a commercial solution quickly and effectively. We have built a strong reputation on our ability to align our skills to the business objectives of our clients, and to achieve effective commercial solutions to often complex disputes. We understand that clients will usually want to avoid litigation whenever possible and so our team is adept at practical problem solving, effective negotiation and pursuing alternative means of resolving the full range of problems associated with property.

“We look for added value all the time ... these relationships are never just about the work alone ... it’s always about how can we do this in a better way.”

Client quote



## **Planning and environment**

Our multi-disciplinary team of lawyers, with expertise in planning and environmental matters, and a number of highly experienced chartered town planners offer clients a real advantage over other law firms. Our services range from planning consultancy in relation to infrastructure and sites (including Listed Buildings), planning appeals, inquiries and judicial review challenges, enforcement processes, and environmental issues such as contaminated land, compulsory purchase orders and compensation issues arising from developments.

## **Construction and engineering**

Our construction and engineering lawyers provide specialist advice to clients in both the private and public sectors including investors, funders, developers and contractors. We offer you a range of services, including advice on procurement and risk, drafting and negotiation of bespoke and industry standard contracts plus all other associated documentation, agreements in development, lease and partnership issues.

## **Brand protection and intellectual property**

The value in a brand and the intellectual property (IP) held are key assets for many businesses. Our IP lawyers create and retain value by helping you protect and leverage value from your IP rights and assets. The team comprises IP lawyers with an outstanding track record across the IP lifecycle, from advisory and transactional matters, to enforcement, litigation and conflict resolution. We work across the UK and internationally, to ensure your rights are registered, protected, enforced and defended in the most cost-effective and appropriate manner.

We offer a comprehensive range of IP services across most sectors, including technology, retail, manufacturing, fashion and luxury goods, media, publishing and the creative industries including film, music, broadcasting, advertising and design.

## Managing and resolving commercial disputes

There are a wide variety of commercial disputes and, when faced with a business dispute, it is critical that you understand the likely impact of the dispute, what your options are, the likelihood of success and the costs involved. We will advise you on all of this but will go further and, whilst always appreciating that commercial decisions are yours to make, we will provide our clients with recommendations as to what we believe will be the most effective approach to achieve the best possible outcome.

Our commercial dispute resolution lawyers resolve disputes for a wide range of clients including international and domestic blue chip organisations, companies, owner-managed businesses, entrepreneurs, partnerships and public bodies.

Our team is highly skilled and has an unrivalled track record in managing and resolving corporate and commercial disputes. Operating across many sectors, including in particular finance and education, our service is tailored on a case by case basis and is highly responsive to the needs of our clients as well as the nature of the dispute. We are focussed on achieving the practical outcomes agreed with you and providing you

with a real commercial advantage. We appreciate that sometimes the particular dispute must be viewed within the context of a wider commercial relationship.

We are experts in all court processes but will only recommend litigation where that is likely to offer our clients the very best result. We are well versed in all forms of alternative dispute resolution (ADR) and have qualified mediators amongst our partners.

**“ ... they very quickly got to a position that achieved an early sensible commercial settlement ... other firms may not have done this.”**

Client quote

**“ There is a ‘named contact’ with clear communication lines ... it’s one of the things that contributes to a quick turnaround ... which is another thing we like about dealing with DMH Stallard.”**

Client quote

### **Restructuring and insolvency**

Sometimes things do not quite go to plan, or you may be given the opportunity to acquire a distressed competitor. In either case, the lawyers in our restructuring and insolvency team will work with you to resolve issues arising from a business in financial distress. Working with insolvency practitioners, businesses, lenders, debtors and creditors, our insolvency lawyers advise on all aspects of insolvency, including legal disputes, security enforcement, asset realisations, business sales and re-structuring.

### **Protecting your business from cyber crime**

The dramatic growth of the internet and electronic communication means that cyber crime is a daily threat. We are experts in technology law and in eliminating threats and losses caused by cyber crime. Whatever

the nature of the risk you face, be it hacking, identity fraud, denial of service attacks, harassment by electronic means or phishing, we can advise you and can call on our network of IT security and legal professionals to resolve issues both nationally and internationally.

### **Family business succession planning**

Many family businesses need to plan carefully for the future. Whether this relates to operational management or financial control, the legal and tax arrangements that are put in place need to enable stability and future growth, while safeguarding the long-term interests of the founders. We help families plan for the long-term success and development of their businesses. This can involve planning for future events such as divorce, or the departure or death of key people, to ensure the business is not adversely affected, and helping to manage different family interests. In more complex arrangements, we can help manage a discussion between different family interests, understanding each group’s short and long-term objectives, as a way to order and identify a strategic plan acceptable to all.

# Our services for you and your family

## Protecting your family's welfare and assets

For the complete care and protection of families and their assets our private client team supports clients with sensitivity, precision and expertise, helping them to achieve their long term goals and priorities.

**“ You have done an excellent job and in a world of crushing mediocrity it's a pleasure to have your expertise, professionalism and excellent service.”**

Client quote



### **Dealing with bereavement**

The complexity of estate administration and gaining probate varies according to the nature and type of the assets involved and the terms of the will. We provide the help you need and we can do as much or as little as you require; our services are flexible so as to meet your individual and family's needs.

### **Family relationships**

Disputes between family members can be particularly sensitive and complex, both from a legal and emotional point of view. We cover the full range of family legal services and understand that these issues can be extremely difficult; we will be by your side every step of the way.

### **Buying and investing in property**

Whether you are buying the home of your dreams or investing in property we collaborate with other professionals and always aim to deliver the highest levels of service. We will guide you through the process, keeping you regularly updated as matters progress.

### **Accidents and clinical negligence**

You may have suffered an injury through an accident, medical negligence or in your workplace. Our expert personal injury and clinical negligence lawyers deliver successful results for our clients. We work with some of the largest insurance companies and work hard on your behalf to secure the compensation that you deserve that will provide you with the care and support you need.

### **Personal disputes**

Disputes can arise in every day life and when they do you need a legal team that can guide you through the process. Our teams will work closely with you and all parties involved to help you achieve the best possible outcome using the most appropriate and effective techniques.

# Our approach to corporate social responsibility

**At DMH Stallard we care about our people, local businesses and our local communities. We collaborate with a number of charities to help raise awareness of the great work they do and to help those most in need.**

We choose a number of charities to support every year and have worked with others for many years. Most of our charitable work revolves around donations, volunteering or fundraising events, and awareness raising through PR and social media channels. Wherever possible our business hospitality events also include an element of charitable giving to raise additional funds for our chosen charities.



# What our charitable partners say about their relationship with DMH Stallard

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“DMH Stallard have been one of our major corporate supporters for many years. Their support has varied but includes headline sponsorship of our annual Rockinghorse Ball and this event alone raises tens of thousands for the charity. The funds raised have supported many projects including five specialist paediatric ventilators on the High Dependency Unit of The Royal Alexandra Children’s Hospital in Brighton.”

**Ryan Heal**

CEO, Rockinghorse Children’s Charity

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“IntoUniversity is extremely grateful for the numerous inspiring mentors from DMH Stallard who have supported 25 of our students to successfully progress to university, transforming their futures. The commitment of these volunteers to IntoUniversity, to our students and in support of social mobility is admirable; we are delighted to have worked with DMH Stallard for the last five years, and look forward to continue working with the firm and their staff!”

**Laura Barton**

Director of Operations (Volunteering and Programmes), IntoUniversity

# DMH Stallard has offices conveniently located across the South East

## Brighton - Jubilee St

1 Jubilee Street  
Brighton  
East Sussex  
BN1 1GE

## Guildford

1st Floor, Wonerh House  
The Guildway  
Old Portsmouth Road  
Guildford  
GU3 1LR

## London

6 New Street Square  
New Fetter Lane  
London  
EC4A 3BF

## Brighton - Old Steine

47 Old Steine  
Brighton  
East Sussex  
BN1 1NW

## Hassocks

32 Keymer Road  
Hassocks  
West Sussex  
BN6 8AL

**0333 323 1580**

[Follow us on Twitter](#) →  
[@DMHStallard](#)

## Gatwick

Griffin House  
135 High Street  
Crawley  
RH10 1DQ

## Horsham

Ridgeland House  
15 Carfax  
Horsham  
RH12 1DY

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