

Credit Control Webinars

2010/2011 Programme

Venue: Your Office

Time: 12.30pm

Retention Of Title In A Nutshell

Speakers: Kate Ollis & Edward Bible

Date: 21st September 2010

Cost: Free

Relying on a Retention of Title Clause contained in a contract or terms and conditions of trading is sometimes one of the last tools available to creditors, who want to recover their goods when invoices remain unpaid. However getting goods back is difficult as anyone who has dealt with a liquidator will confirm. This webinar will explain why businesses should have retention of title, when they should not have, how they work, why they fail, how they should be used and dealing with liquidators.

Training your Staff for Mediation

Speaker: Shaun Jardine

Date: 12th October 2010

Cost: Free

From April 2009, each County Court in England and Wales has an in house mediator, who encourages parties to participate in the mediation process and not proceed to trial. Whilst many credit controllers may be familiar with the legal process, mediation is something new.

This webinar will aim to explain what participants should expect when the Courts are not involved in the debt recovery process.

Overpayment of Salaries - The Right to Recover

Speaker: Jackie Ray & Paul Lydon

Date: 2nd November 2010

Cost: Free

As all Payroll Managers know, recovering money from ex-employees who have left a business can be fraught with problems. Overpayments can include salaries, benefits, reclaiming holiday pay and employee loans. Brethertons solicitors has a specialist team of collections staff who have many years of experience in these types of recoveries. This webinar will cover the following subjects:-

- How problems occur and how they can be avoided
- Christmas and holiday periods - safeguards employers can make
- Contractual terms of employment – what your contracts should contain

- Genuine errors or mistakes of law – what's the difference?
- Court action
- Defences
- Remedies
- Situations when the employees have spent the money.

Terms And Conditions In A Nutshell

Speaker: Kate Ollis

Date: 10th November 2010

Cost: Free

All business should have Terms and Conditions of Trading, as failure to do so could mean that it is left to the Court to decide on what terms businesses have entered into contracts. Who in there right mind will want a Judge deciding the terms on which you should do business? This webinar will include:-

- Why have them?
- The principal clauses to use
- The clauses to avoid
- How to use T&C's to your advantage
- How to win the battle of the forms

County Court Procedures

Speakers: Shaun Jardine & Jackie Ray

Date: 9th February 2011

Cost: Free

How to maximise your chances of successfully recovering your cash if you have to go to a court hearing. If your debts remain unpaid you may find yourself attending a hearing before a District Judge in the Small Claims Court. This webinar will cover the following subjects:-

- How to avoid bad debts in the first place
- Understanding the courts vocabulary
- Conduct at a hearing
- Mediation and alternative dispute resolution
- The role of the mediator
- Costs
- Enforcement proceedings and recovering expenses
- County Court proceedings
- Preparation of cases prior to trial
- Dealing with judges
- Advantages/disadvantages
- How the process works
- Insolvency.

Insolvency - In a Nutshell

Speaker: Edward Bible

Date: 16th March 2011

Cost: Free

How to minimise the pain when a debtor becomes insolvent. This webinar will cover some of the Insolvency basis including bankruptcy, Individual Voluntary Arrangements and Corporate Insolvency procedures

Speaker Profiles



Shaun Jardine - Brethertons LLP

Shaun is a Solicitor and one of Brethertons Partners. He heads the Litigation Department which includes a specialist property management division. Shaun is Chairman of the Oxford Mediation Group and is also an accredited commercial mediator and member of the Civil Mediation Council.



Jackie Ray - Brethertons LLP

Jackie is a Fellow of The Institute of Legal Executives. She acts for a number of interesting clients including Hi-Tech Plcs, Credit Unions, Suppliers of Mobility Aids, Vintners, Universities, Aggregates and major financial institutions. Jackie also oversees the Departments efforts at successfully recovering cases and keeps an overview of the complex and defended cases.



Paul Lydon - Brethertons LLP

Paul acts on behalf of major PLCs and deals with high value and complex contested matters. In particular Paul has expertise with claims resulting from promotion activities such as exhibition stands, advertising and marketing.



Edward Bible - Brethertons LLP

Edward is a dual qualified litigation solicitor, Licensed Insolvency Practitioner and also a qualified as a chartered tax adviser. The Chambers and Partners Directory reports that Ed is "Bright and practical". The bulk of his client base is made up of local and regional IPs.



Kate Ollis - Brethertons LLP

Kate is one of Brethertons Commercial Solicitors. For the last 8 years she has acted as a corporate commercial solicitor working with all sizes of businesses from start ups through to established companies. Kate's work includes the basics of starting your business, developin and expanding or reorganising a business and, finally, exit whether by selling it or by winding it down or passing it on the next generation of family or management.

Booking Form

The presentations will last about 1 hour and will be followed by the chance to ask questions, raise specic topics and share opinions. You need no special equipment other than a telephone with a hands free facility and a computer with an internet connection. You will hear the speakers through your telephone and see interactive slides/graphics as the speaker makes the presentation. Copies of the speaker's handouts/slides will be emailed in advance of the presentation. If you have never participated in a Web Seminar before, here's what to do:

- 1 Book an internal Boardroom with a conference phone.
- 2 Invite everyone within your organisation who has an interest in the subject matter.
- 3 Arrange for the Seminar to take place either on a PC with a large screen, or if you have many staff attending show the Internet on a big screen through a projector.
- 4 You will be provided with a link before the Webinar commences.
- 5 You then place a telephone call to a communications hub where you will be able to hear the speaker conduct the presentation. Your call will be charged at the national rate.

I would like to participate in:

- Training Your Staff For Mediation**
- County Court Procedures**
- Overpayment of Salaries**
- Insolvency in a Nutshell**
- Retention of Title in a Nutshell**
- Terms & Conditions in a Nutshell**
- Please contact me to discuss your Legal Services**

Title:	Forename:
Surname:	
Position:	
Organisation:	
Address:	
Postcode:	
Tel/Fax:	
Email:	

The completed form should be posted or faxed to:

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