

# Veterinary Team Update

DRIVING LIFELONG PROSPERITY

2016 / 2017

## TAKING THE LEAD ON VETERINARY ACCOUNTANCY

- Free initial no-obligation meeting
- Over 25 years veterinary experience
- Accounting, strategic tax and practice advice
- Over £140m of veterinary sales in the past five years
- UK wide clients



### INSIDE

- The veterinary market
- What we do
- How do we communicate?

**HAZLEWOODS**

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# The veterinary market may be changing but our commitment to our clients is stronger than ever.

Here is a snapshot of our work supporting veterinary practices, their owners and staff.

- Now working with over 250 practices on an on-going basis, 20 new clients in the past year
- We have guided a growing number of practices through the sales process:
  - preparing them for sale
  - preparing valuations
  - selecting the right buyer
  - assisting with negotiations
  - after sales support
- We have advised on:
  - incorporations and service companies
  - corporate partner rules
  - goodwill and practice valuations
  - retirements
  - practice purchases
  - buy-ins to existing practices
  - capital allowances claims
  - new start ups
  - projections and cash flows
- Assisted clients in the acquisition of practices
- Continued to provide our benchmarking service to enable our clients to understand how well their practice is performing and how they can make improvements to reach targets we help them set
- Continued to provide proactive and cutting edge tax planning and structuring advice

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## What we do

**We go far beyond the conventional compliance based services offered by many accountancy firms. With our support you can get to grips with:**

- Practice performance
- Improving your service to your clients
- Paying less tax through excellent tax planning

**Our proactive and supportive services also include:**

- Accounting and bookkeeping including VAT
- Management accounts
- Advice on buying or selling a practice
- Business planning and practice reviews
- Goodwill and business valuation
- Benchmarking and profitability advice
- Tax compliance and cutting edge tax planning
- Ownership change
- Payroll
- Sage and other bookkeeping software advice



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*“ Hazlewoods acted for us in our change from a partnership to a Ltd company, the demerger of our company into two separate companies and the subsequent sale of one of these companies. The transaction was managed completely by Hazlewoods with them being the pivotal player throughout. They were completely in control at all times.”*

*“ They have also undertaken benchmarking and given us advice on our prices and pay scale.”*

*“ Thank you for all your help during the sale of our veterinary surgery. You went above and beyond the call of duty on many occasions.”*

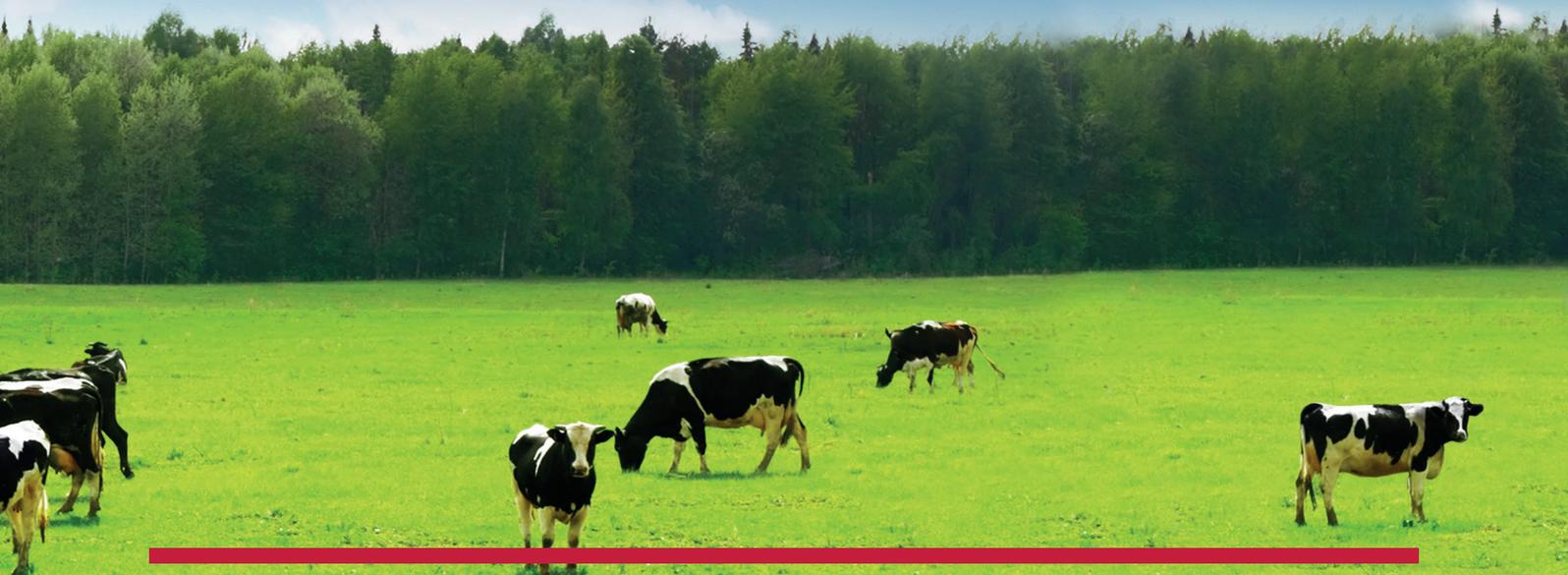
*“ All of the staff I have dealt with have been friendly, approachable and professional.”*

*“ I have always had confidence in them and felt that I could ask any question.”*

*“ It was the best decision we could have made, to put the sale of our Practice in the hands of Hazlewoods. They guided us through what can be a very stressful time and were always available for advice and reassurance. Professional, courteous and friendly.”*

*“ Just a quick note to thank you very much for a thoroughly professional and constructive meeting. It was just the product and service we had hoped to receive.”*

*“ We really do rely enormously on their support and guidance.”*



# How do we communicate?

- Regular meetings with our clients
- Regular broadcast emails to our clients advising on topical issues
- Where we have been seen:

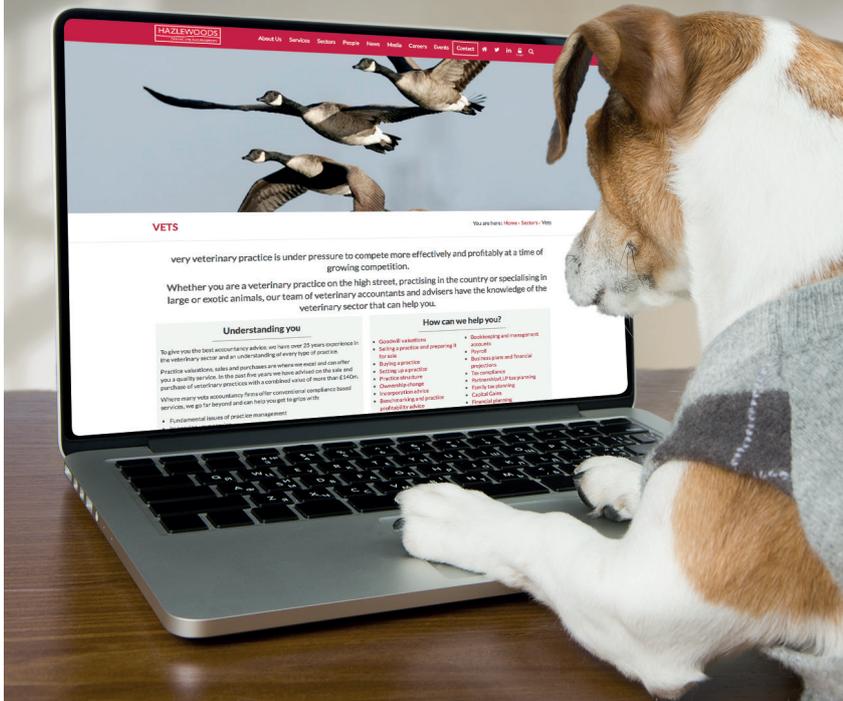
## IN PERSON:

- At our Selling Your Practice Days
- At our Practice Performance Day
- At our Equine Days
- London Vet Show
- SPVS/VPMA Congress
- VPMA Regional meetings in South West and London
- SPVS Business Days
- BSAVA
- Running seminars and workshops
- Attendance at other veterinary events

## IN PRINT:

- Our publications
- VPMA Newsletters
- Regular writing for the veterinary press
- Website
- Twitter

All our clients are supported by a team of people who have veterinary specific knowledge.



## MEET THE TEAM



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