

michelmores



Landed Estates
and Rural Business

Bundle retainer offering

Introduction

Michelmores is pleased to launch a new fee model to Landed Estates and Rural Businesses. As an alternative to the traditional model of charging on a time spent basis, we are now offering a retainer including a bespoke bundle of services which will give unlimited access to our specialist team of lawyers.

We will continue to offer the traditional time spent model, whilst this new approach means that we will share the cost risk with our clients and give them certainty on fees. Michelmores recognise the value of being an integrated part of a Landed Estate or Rural Business and believe that this model provides clients with the ability to fully involve us without fearing the cost.

The services included in the bundle will deliver the day-to-day legal advice such enterprises need at a highly competitive level. As a result of being an embedded part of the advisory team, Michelmores will then have the deep-rooted understanding of the Landed Estate or Business to advise effectively on significant events like large BNG schemes, new partnerships, succession and more.

Challenges we are hearing from Landed Estates and Rural Businesses

- reluctant to pick up the phone to advisers due to charging models
- nervous of unexpected bills at the end of the month / quarter
- find it difficult to see the value they have received against the fees incurred
- high hourly rates are not proportionate to the services provided
- inconsistent levels of client service such as in responding to emails and returning calls.
- bundled retainer incorporating our services instead of charging on time spent basis
- unlimited access to our multi service team within the scope agreed at the outset

What are we offering to differentiate Michelmores?

- monthly or quarterly retainer to provide certainty as to costs and aid cashflow
- sharing the cost risk with our clients
- we recognise the value in such a relationship and want to be there, as an integrated part of the enterprise, for big events like strategic land, succession events and Natural Capital schemes
- twice yearly report to show the value received during the period
- proactive advice where we will approach clients with suggestions rather than waiting for them to come to us
- joined up with other advisers such as accountants and land agents.

Value based offering: how it works and services we offer

We know that the requirements of each Landed Estate and Rural Business will differ. Therefore, at the outset we will take the time to understand the services you need and build a bespoke retainer to include the aspects you require from the following:

Tax, Trusts & Succession	<p>Asset protection, tax and strategic advice from specialist Landed Estate and Rural Business lawyers including:</p> <ul style="list-style-type: none"> • attendance of trustee, board, partnership meetings including minutes and project management • succession and asset protection strategy and review • <i>Balfour</i> review and general review of tax efficiency of structures • general strategic advice.
Agriculture	<p>Advise from the leading Agricultural law firm in the country across a broad range of matters including:</p> <ul style="list-style-type: none"> • Rural Property • Partnerships • Strategic advice • Disputes • Hotline.
Natural Capital	Access to our market leading expertise to explore the opportunities in this fast-moving area for your estate or business.
Real Estate	Leading residential development and strategic land advisers to enable clients to maximise opportunities they may have.
Employment	Advice across negotiations, incentive arrangements, terminations, restrictive covenants, and other employment matters.
Planning & Environmental	Significant expertise in key areas for Landed Estates including planning agreements and applications; enforcement, historic buildings and environmental liability.
Family	Supporting Landed Estate and Rural Business owning individuals and their families through all stages of life.
Banking	Nationally recognised solicitors with agriculture and farm finance specialism.
Corporate	Acting as advisers for start-ups and established players in natural capital and agri-tech.
Commercial	Advising businesses operating in sustainable agriculture and Agri-tech.
Intellectual Property	Enhancing and protecting the brand of your Landed Estate or Rural Business.

Illustrations

The following illustrations give an indication of the type of services included within a fixed fee retainer model, focussed upon a minimal supportive service to maintain, as against a much more comprehensive service to support an evolving estate or business. These fee structures come with clear monthly or quarterly billing, set reporting, focussed client relationship management, a joined up team of advisors, and a service which is aligned to business and family requirements.

Service	Landed Estate/ Rural Business - Evolve	Landed Estate/ Rural Business - Maintain
Trustee, partnership and board meetings – attendance and project managing actions.	✓	
Natural Capital - assistance with drawing together Land Management plan.	✓	✓
Corporate and commercial – precedent contracts and support for corporate entities within the enterprise.	✓	
Agricultural property - new FBTs, surrender and re-grant, deeds of variation.	✓	✓
Residential property - maintaining of precedents, ASTs, support on rent reviews, specialist advice on Rent Act and Rent Agricultural Act properties.	✓	✓
Intellectual property – protecting the goodwill and reputation of the brand.	✓	
Employment – precedent employment contracts, hotline for grievances.	✓	
Family - asset protection guidance.	✓	
Guidance and high level review of Balfour structures - oversight of Balfour matrix.	✓	✓
General strategic advice.	✓	✓
Hotline for services within package	✓	✓

Key contacts

Contact a member of our team to discuss what a retainer model might look like for your Landed Estate or Rural Business.



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Environmental, Social & Governance

We know that we have a responsibility, and an opportunity, to create and protect value for our stakeholders over the long term.

ESG is fundamental to everything that we do as a business. It is about achieving long-term economic growth, collaborating with our communities, and preserving our planet's finite resources. This is at the core of our Destination 2030 strategic vision, which focuses on Michelmores being the destination law firm for enterprises and individuals navigating change to find a positive future.

We are proud to partner with four charities across our office locations.



We have achieved **Planet Mark Business** certification for the second year running – acknowledging Michelmores' commitment and the work we have been doing to reduce our carbon footprint and improve our impact on society.

We are proud to have been recognised in the **Legal 500 Green Guide 2024**, which acknowledges the top UK law firms leading the way on climate change, governance and sustainability.



What our clients say



Michelmores are really collaborative, and they put themselves in the position of the issues that their client is facing.

Efficient, informed advice, commercial and pragmatic approach to negotiations and drafting and excellent internal & external communication.

Very proactive, always looking to pre-empt situations and offer advice accordingly.

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