

Property Law Advisory Service

Strategic Land

Option Agreements

Brownfield Development

Missives Conditional on Planning Permission

Promotion Agreements

Development Agreements

Site Assembly

S.75/Planning Agreements

Planning Law Queries

Mineral Extraction

Corporate Property Finance

Company Acquisitions, Mergers and Disposals

Joint Ventures

LLPs

Property Finance

The Challenge

The law becomes ever more complex and clients expect increasingly specialist advice.

What do you do when a client brings you a matter which is outside your usual areas of practice?

Your client wants you to act and doesn't recognise how difficult it is to cover all areas of law or the professional indemnity risks involved. You don't want to let them down, nor do you want to lose their business.

The Offer

We can help. As a firm focussed entirely on property law we'd like to offer you and your clients access to our expertise:

- "Strategic Land" advice including Options, long-term Development Land Sales,

- Construction Law;
- Retail, Leisure and Investment work including Leasing;
- Property Dispute Resolution;
- Corporate Property Finance and Joint Ventures

All these areas demand increasingly specialised skills which are difficult to acquire and keep up-to-date unless you act for a range of clients who regularly instruct such work: we do.

There is no set formula. We will discuss with you how we can assist in any particular case.

How the Service Works

Possibilities are:

- Providing a second opinion
- Providing advice on specific aspects while you continue to deal with the bulk of the matter
- Advising "in the background" while you continue to front the matter
- Taking on the whole matter

It will be for you to decide the level of our involvement in each case.

We will agree with you each time:

- How we will communicate with the client (if at all)
- Feeing arrangements

We will pay you commission of 10% on any fees we receive for work you refer to us.



'Bell and Scott will continue to go from strength to strength as a specialist property firm.'

*Colin Cumberland
Applecross*

'The team do an outstanding job, delivering on short notice within tight timescales.'

*Gary Bownes
Mayer Brown*

'They are focussed, proactive and have the essential understanding of both our market and our commercial needs'

*Bruce Walker
Walker Group (Scotland)*

Property Law Advisory Service

Retail, Leisure and Investment

Pre-development Ground Leases

FRI Leases - Office, Retail, Industrial

Sale and Leaseback

Business Park/ Industrial Estate Styles

Investment Purchases and Sales

Property Dispute Resolution

Boundary Title Disputes

Contract Disputes

Judicial Review Applications

Lands Tribunal Claims

Lease Enforcement

Construction Law

Procurement Route Advice

Building Contracts

Professional Appointments/ Collateral Warranties

Arbitration and Adjudication

Our Undertakings

We will not undertake work for your clients which you would normally carry out for them or which is within your normal areas of practice.

We will not "poach" your clients. This service works because we build relationships with firms who like to have our back-up. We do not wish to disturb your relationships with your clients - in fact, we believe this scheme is one way in which you can enhance the service you offer them.

The Advantages for You

- You have ready access to advice and assistance in specialist areas
- You and your client set the ground rules in each case
- You keep control, eliminating the risk of clients selecting their own alternative advisers without your involvement
- You receive commission in respect of the fees we receive for the work
- You gain increased respect from your client for identifying that their interest may be best served by tapping into other expertise
- You protect your practice against other firms targeting your clients
- You introduce your client to a firm both you and they will feel comfortable with - not one of the "big boys" - but a firm that has the expertise they need
- You reduce the risk of professional indemnity claims
- You are invited to selected seminars in our in-house training programme
- You are offered the opportunity of receiving all or any of our email updates

Bell & Scott.

Bell & Scott is a specialist commercial property law firm with 15 partners and a total complement of around 75 based in offices in Edinburgh and Glasgow. The entire focus of the firm is on property law and the related areas. Central to our strategy is to provide outstanding client service and advice through specialist teams. Our commitment to this approach is demonstrated by our investment in knowledge management, a field in which we are widely recognised as leaders

- For further information see our website at: www.bellscott.co.uk

Contacts

General Enquiries

Bruce Anderson: b.anderson@bellscott.co.uk

Construction Law

Brandon Malone: b.malone@bellscott.co.uk

Strategic Land

Bruce Anderson; b.anderson@bellscott.co.uk
Caroline Docherty: c.docherty@bellscott.co.uk

Retail, Leisure and Investment

Paul Jennings: p.jennings@bellscott.co.uk

Corporate

Mike Kane: m.kane@bellscott.co.uk

Property Dispute Resolution

Sheila Webster: s.webster@bellscott.co.uk

16 Hill Street
Edinburgh
EH2 3LD
Tel: 0131 226 6703
Fax: 0131 226 7602

6th Floor, Lomond House
9 George Square
Glasgow
G2 1DY
Tel: 0141 285 3800