

## mctear williams & wood banking



### Banking Specialist

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### Our Specialist

Donald Stuart joined McTear Williams & Wood as an Associate in 2010 bringing in a great deal of experience in both the SME and corporate banking sectors. He worked the previous 39 years with the Bank of Scotland Corporate Division, the last 13 years as Area Director within East Anglia where he headed up the Corporate Teams in Norfolk and Suffolk. During that time he enjoyed working with businesses experiencing the highs and lows of business life and assisting many customers through testing times.

### How We Can Help You

Our focus is solely on turnaround and distressed situations.

Whatever the banking situation Donald has probably seen it before; he will have a pretty good idea on how the bank will react and the appropriate strategy to adopt going forward. Whether it is how you or your client approaches the current bankers or negotiates with others he should be able to give you a steer in the right direction and let you know what is possible.

Donald has strong links within all the banks and financial institutions, both within good book and bad book and knows managers based locally within specialist teams and at head office level. Consequently he can effectively act as an intermediary or a catalyst for change between business and funder so that realistic solutions can be found from both perspectives.

Our specialist is happy to work for you or alongside you, whichever you prefer. Discussions always take place in the strictest of confidence either side of the issue unless and until we are authorised to disclose. The sooner difficulties are faced and discussed the greater the options available. Often, when difficulties are encountered many delay approaching their bank as they are anxious how it will react. An early conversation with us in confidence can allay fears and give clarity to the situation.

Whatever the banking issues we can:

- Help you understand the realistic options
- Negotiate facilities
- Provide constructive criticism of business plans
- Minimise risk to directors and guarantors
- Raise additional finance
- Access urgent short term funding
- Introduce Turnaround Interim Managers and Turnaround Business Angels
- Take formal insolvency appointments

Where possible we always like to work alongside existing advisors to maximise value for our clients.

Contact us free on 0800 085 5070 or visit [www.mw-w.com](http://www.mw-w.com)

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...the leading business rescue and insolvency specialists in East Anglia