

### **Background & Problem**

The shareholders of a kitchens and bathrooms retailer were all pulling in different directions. Some shareholders were putting in more effort than others, who were being obstructive and who would not sell their shares other than for an unrealistic price.

### **Action Taken**

A TGBA Business Advisor negotiated a pre-pack arrangement with an insolvency practitioner, allowing the active shareholders to start a new company without the others. Finance was arranged to make the deal possible and the new company is now thriving with the help of the TGBA Business Advisor's monthly support.

### **The Result**

Prior to their introduction to the TGBA Business Advisor, the active shareholders had felt that they were in an intractable position and their health was being affected. Insolvency was something they likened to a death sentence – The TGBA Business Advisor explained that it was a tool to provide a solution which is quick and relatively painless. In the final analysis, the relief of the clients is there for all to see.

**If you want to find out more about any of the areas covered in this case study and how we can support your business – contact us today.**