CARE HOMES AND PRIVATE SECTOR HEALTHCARE

Half day course
CPD accreditation: 2.5 hours
13.15 – 16.25 Registration starts at 12.45

LONDON
20 JUNE 2017
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This course will focus on how to go about restructuring an adult social care business which is in financial distress. It brings together experts in the sector who represent many of the key stakeholders. Based on real-life examples, our speakers will consider how to overcome the legal, regulatory, financial and practical challenges facing operators and their advisers to deliver a viable, successful business.

Delegates will receive:
> An overview of the adult social care problem and the opportunities
> Market forces and the possible returns on your investment
> Legal risks, structures and solutions
> 2.5 CPD points
> Networking opportunities

Who is this course aimed at?
This course is aimed at all levels of insolvency professionals who have experience of, or are interested in, care homes and private sector healthcare, insolvency, distressed or stressed situations.

> Lynn Fearn – Healthcare Management Solutions A qualified nurse and midwife, Lynn has been operating homes in the social care sector for many years. Having been a Home Manager, Regional Manager, Operations Director and latterly Managing Director there is little that Lynn hasn’t seen or had to deal with throughout her career. With a strong emphasis on encouraging staff to work things out for themselves, take ownership of their area and understand the links between quality and performance, Lynn has overseen the turnaround and improvement of hundreds of social care services. Lynn’s current role as MD of HCMS encompasses, in addition to Operations, a number of ancillary functions such as IT, HR, Estates, Quality and Inspection.

> Ollie Haunch – Grant Thornton UK LLP Ollie is an Associate Director at Grant Thornton’s Healthcare advisory practice. He focuses on advising and assisting senior management teams, senior and mezzanine lenders, sponsors and other stakeholders with business analysis, restructuring, debt advisory and M&A activity. Prior to joining the Healthcare team, Ollie had 10 years’ experience in Grant Thornton’s restructuring and debt advisory team, dealing with the full spectrum of distressed businesses, assisting lenders and other stakeholders in preserving and enhancing value through, independent business reviews, contingency planning and execution, accelerated M&A and turnaround.

> Richard Lunn – Christie & Co Richard has over 25 years’ experience in the healthcare sector having joined Christie & Co in 1989 from McCarthy and Stone, the retirement housing developer. He has specialised in healthcare throughout his career and has worked throughout the company’s network, with periods managing the Winchester, Bristol and Birmingham offices. Richard was made an Associate Director in 1996, a Director in 1998, and Head of Healthcare in 1999.

> Alastair Lomax – TLT LLP Alastair joined TLT in June 2014, following 14 years at Pinsent Masons. He is a partner in TLT’s Banking and Restructuring team and heads up its Restructuring practice in Manchester. Alastair specialises in corporate debt restructurings, turnarounds and insolvency. He has over 17 years’ experience in leading teams advising on a diverse range of restructuring projects, all with the objective of rescuing businesses in financial distress and protecting the interests of their key stakeholders. Alastair is a member of R3 and plays an active role as a member of R3’s Events, Courses and Conferences Committee. He has also worked closely with the Institute for Turnaround on member training and development initiatives, and speaks at a variety of industry seminars, workshops and other commercial and technical forums.

> Tony Stein – Healthcare Management Solutions Tony is an ACA with experience in recoveries at Grant Thornton and lending at Carlsberg Tetley. Looking to secure his first financial director role, Tony found himself working at a regional care home operator and, after only a brief spell, was recruited to assist the country’s largest care home property company NHP plc with their growing tenant portfolio. Whilst at NHP, Tony was tasked with setting up an operating division which grew from a small six home portfolio to become the country’s then largest provider with 200 homes and 10,000 beds over a period of five years. This later reversed into Southern Cross. After a brief retirement, in 2009, Tony founded Healthcare Management Solutions (HCMS) with his business partner Kevin Groombridge.

> Tom Ward – TLT LLP Tom joined TLT in 2006 and has significant experience in acting for clearing banks, lenders, loan acquirers, loan servicers, private equity funds and insolvency practitioners. Tom has a particular focus on loan portfolio sales and acquisitions, corporate restructuring and the non-contentious side of corporate insolvency. Tom has worked on a number of high-profile and complex assignments, including the UK’s largest ever acquisition of shared equity mortgages and the disposal of large portfolios of regulated mortgages and unsecured consumer debt. Tom advises insolvency practitioners on their appointment, trading issues, business and asset disposals, and also acts for secured lenders on security enhancement and enforcement strategy.
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<th>Time</th>
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<tr>
<td>12.10</td>
<td>Lunch</td>
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<td>12.45</td>
<td>Registration and coffee</td>
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| 13.15 | Chairman’s introduction  
**Alastair Lomax, TLT LLP** |
| 13.25 | The scale of the adult social care problem and the opportunity  
- Learning the lingo – the stakeholders, their roles and responsibilities  
- Demand – the demographic ‘time bomb’  
- Supply – the size and shape of the social care market in the UK  
- The funding model – public vs private pay and the link to primary care  
- Driving profitability – influencing the cost base and revenue  
- Differentiating care providers – residential or nursing and specialist care services  
- Debt restructuring vs formal insolvency - the challenges of achieving a great result and how to avoid or overcome them  
**Ollie Haunch, Grant Thornton UK LLP** |
| 14.05 | Market forces and the possible returns on your investment  
- The big picture – price movements and multiples, fee increases and regional disparities  
- Local case studies – what worked well (and what didn’t), buyer profiles, multiples achieved, and how the businesses progress under new ownership, etc.  
- Local developments – illustrating how well the market is functioning in certain areas  
- Opportunities in the market – alternative use (for example provision of intermediate care to relieve the bed blocking in hospitals) and the impact of merging of primary and social care budgets  
**Richard Lunn, Christie & Co (London)** |
| 14.45 | Coffee break |
| 15.00 | Driving returns through operational change  
- Spinning plates – where to focus your efforts in affecting operational change  
- If God gives you lemons, make lemonade – making the best of what you have  
- Kissing frogs – the key relationships and how to manage them  
- Never mind the quality, feel the width! – managing an underinvested resource  
**Lynn Fearn, Healthcare Management Solutions**  
**Tony Stein, Healthcare Management Solutions** |
| 15.40 | Legal (and regulatory) risks, structures and solutions  
Drawing on real life examples, this session will take you through how to deal with a number of key legal (and regulatory) risks and structures likely to be faced by parties dealing with a care home in financial distress. Areas covered include:  
- Regulatory risks – care provision, safeguarding and who is responsible  
- Poor legal structures – and how to unwind them  
- Selling the home – key protections and the mechanics  
- Trading between exchange and completion – post-packs and the buyer and others as managing agents  
**Alastair Lomax, TLT LLP**  
**Tom Ward, TLT LLP** |
| 16.00 | Panel Q&A  
A debate about the current state of the market in the provision of private healthcare and an opportunity to question our speakers. |
| 16.20 | Chairman’s close |

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CPD Accreditation
The course constitutes structured CPD to meet the requirements of the Association of Certified Chartered Accountants (ACCA), the Institute of Chartered Accountants in England and Wales (ICAEW), the Insolvency Practitioners Association (IPA), the Institute for Turnaround (IFT), Solicitors Regulation Authority (SRA) and the Bar Standards Board.

Bar Standards Board CPD provider ID number: 1087 – 2.5 hours