INSOLVENCY **RESCUE** AWARDS 2013





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Corporate Insolvency Practitioner of the Year – Small Firms

WINNER PROFILE

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Paul Moorhead Moorhead Savage



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Thanks go to the judging panel



Stephen Allinson judging panel chair and consultant - Lester Aldridge Solicitors



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Fred Crawley managing editor - Insolvency Today



Myles Halley chairman - Rcapital



Chris Laverty partner - KPMG



Louise Brittain partner, head of the contentious insolvency team - Deloitte



Steve Cresswell director - HSBC



Steve Hunt partner - Griffins



Nick O'Reilly restructuring and recovery partner - HW Fisher



Kirstie Provan restructuring and recovery partner - Begbies Traynor

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Robert Clift business support director - Barclays Corporate



Andy Cumming managing director, global non core - Lloyds TSB Bank



Mike Jervis partner - PwC



Kamala Panday publishing director – Insolvency Today



Jamie White partner and national head of restructuring – Pinsent Masons



Tyrone Courtman head of business turnaround, restructuring, recovery and insolvency services - Cooper Parry



Christine Elliott chief executive and director - Institute for Turnaround

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David Kerr chief executive officer - Insclvency Practitioners Association



Bob Pinder regional director – Institute of Chartered Accountants in England & Wales

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Corporate Insolvency Practitioner of the Year -Small Firms

WINNER: Paul Moorhead, Moorhead Savage



Award presented by Neil Taylor, Neil Taylor Insolvency (second from right) Award collected by Paul Moorhead, Moorhead Savage (second from left)

"The judges liked the unconventional path he took to get into insolvency and were impressed by his experience of the industry, the varied number of deals and processes he went through, and his use of social media"

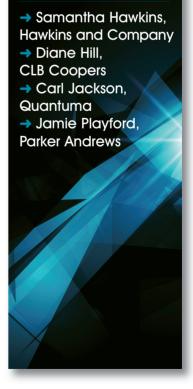
Paul Moorhead has made extensive use of new forms of communication, including social media and online platforms, to disseminate information about his practice and raise his profile. It has helped increase Moorhead Savage's turnover by an average of 56% a year for the past three years, and he attributes more than £25,000 of his firm's fee income to enquiries which came about as a direct result of his LinkedIn profile.

Moorhead has developed an active network of referrers through publishing regular newsletters to help his contacts identify the first signs of problems. He hosts events for local professionals, presents seminars providing an insight into the work of insolvency practitioners, and is a frequent guest speaker on BBC Radio Sheffield where he discusses insolvency matters. Moorhead recently used an administration procedure to deal with an insolvent engineering business where the death of the main director had left the company without any effective management control. The speed of appointment allowed control of the company to be swiftly regained while safeguarding against precipitative action by disgruntled creditors. Unsecured creditors have received around 60p in the pound with the possibility of further dividends.

His creative approach to structuring deals has included the successful sale of a firm's assets in a pre-packaged administration with an element of deferred consideration based upon future performance of those assets. This maximised the value of the assets by sharing the risk – and reward – with the purchaser of the assets, unlocking significant additional value for creditors.

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Finalists



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When financial problems come along, we can help.

Call Paul Moorhead,

Corporate Insolvency Practitioner of the Year—Small Firms 2013

on 01709 331300



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