

# INSOLVENCY & RESCUE AWARDS 2013

Overall sponsor



Corporate Insolvency Practitioner  
of the Year – Small Firms

**WINNER PROFILE**

**Paul Moorhead**  
Moorhead Savage



# INSOLVENCY & RESCUE AWARDS 2013

## Thanks go to the judging panel



**Stephen Allison**  
*judging panel chair  
and consultant*  
– *Lester Aldridge  
Solicitors*



**Louise Brittain**  
*partner, head of  
the contentious  
insolvency team*  
– *Deloitte*



**Robert Clift**  
*business support director*  
– *Barclays Corporate*



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



**Fred Crawley**  
*managing editor*  
– *Insolvency Today*



**Steve Cresswell**  
*director*  
– *HSBC*



**Andy Cumming**  
*managing director,  
global non core*  
– *Lloyds TSB Bank*



**Christine Elliott**  
*chief executive  
and director*  
– *Institute for Turnaround*



**Myles Halley**  
*chairman*  
– *Rcapital*



**Steve Hunt**  
*partner*  
– *Griffins*



**Mike Jervis**  
*partner*  
– *PwC*



**David Kerr**  
*chief executive officer*  
– *Insolvency Practitioners  
Association*



**Chris Lavery**  
*partner*  
– *KPMG*



**Nick O'Reilly**  
*restructuring and  
recovery partner*  
– *HW Fisher*



**Kamala Panday**  
*publishing director*  
– *Insolvency Today*



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



**Kirstie Provan**  
*restructuring and  
recovery partner*  
– *Begbies Traynor*



**Jamie White**  
*partner and national  
head of restructuring*  
– *Pinsent Masons*



# INSOLVENCY & RESCUE AWARDS 2013

## 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)

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***“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.

### Finalists

- Samantha Hawkins, Hawkins and Company
- Diane Hill, CLB Coopers
- Carl Jackson, Quantuma
- Jamie Playford, Parker Andrews



**When financial problems come along, we can help.**

Call Paul Moorhead,  
Corporate Insolvency Practitioner of the Year—Small Firms 2013  
on 01709 331300



**Moorhead  
Savage**  
Business and Personal  
Financial Turnaround