



Taking a commercial view

ADVERTISING FEATURE

Haywards Heath based solicitors – Jonathan Lea Network (JLN) – continues its expansion as a full-service law firm with the addition of two new hires to help the firm take on a broader mix of work, particularly relating to commercial property.

JLN has steadily expanded over the last few years and has a particularly strong reputation for advising businesses on all their legal needs. JLN head of commercial property Liam Mulvee said: "Our recent focus has been to build up our retained team to include a group of experts who work together to cover the main areas of commercial property and who have experience of working for both business tenants and landlords."

Liam points out that JLN can assist with a variety of property work which a business may need, including new leases, lease assignments, underlettings, licences, legal charges, title investigations, Land Registry applications and property disputes. Sometimes the property work relates to business acquisitions or sales within JLN's corporate team.

Emily Timms, who recently joined JLN as an assistant solicitor, said: "Our priority is to ensure that a client's interests are protected while their commercial property transactions run smoothly and efficiently."

JLN have also taken on Karen Muir, an experienced lease enfranchisement specialist. This work involves leaseholders, or a group of residents together, purchasing the freehold or extending their leases. "It tends to be an area where many don't know their options, including the landlord," Karen explains. "For example, someone who has been left a property in a family-member's will could be surprised to find that it didn't include the freehold". There are different considerations for valuations than many would expect when not owning a freehold, as Karen further explained; "often tenants may consider an 80-year lease to be

more than enough time left for the purposes of selling or refinancing, but find that there are few buyers or lenders to support such purchases or refinances of a flat with less than this."

Leasehold enfranchisement can be a complex and challenging legal area, with changes in UK law taking place on a regular basis. An experienced legal team can guide you through doing the correct thing, and, crucially, at the right time. Karen noted: "A mis-timed application for a Notice of Claim can result in delays of over a year."

So, what makes this fast-growing firm's approach so successful?

There is a real focus on understanding each client's specific needs and explaining advice and strategies in a concise, to-the-point and easy to understand manner. JLN provide a responsive service and happily go the extra mile where needed to ensure wherever possible a client's expectations are exceeded.

"We don't 'over-lawyer' it," says Liam – reiterating their plain English approach. While he also stressed: "We always aim to only focus on key areas and points where we believe we can add value."

One major benefit is that clients can meet with the team before they are even clients! With a free 20-minute video call consultation (or, you can pop into the office), the team truly get to understand what's needed and how they can add value. Karen explained: "Many times, people don't know what they don't know – so that initial call can provide some basic knowledge, which is always a welcome reassurance, as well as being useful for us to be able to work out how we can best assist and provide a relevant fee quote."

If you would like to arrange a FREE 20-minute introductory call with the JLN team; call 01444 708640 or email wewillhelp@jonathanlea.net.