



## Case study: Best Practice Training & Development Ltd

Larking Gowen assisted Best Practice Training & Development Ltd with advisory services in relation to their sale to BEI Education Group.

### The deal

BEI Education Group has acquired the entire issued share capital of Best Practice Training & Development Ltd.

Best Practice Training & Development Ltd is an approved apprenticeship provider that has been running for nearly 30 years under the leadership of David Allenstein, with a very good OFSTED rating.

Larking Gowen assisted the shareholders of Best Practice with sales advisory services in relation to the sale.

### Our role

We were asked to undertake:

- Valuation of the business
- Reviewing offers and negotiating with interested parties
- Choosing the preferred bidder and agreeing heads of terms
- Handling financial due diligence
- Tax advice and structuring this into the deal
- Assisting solicitors with paperwork

### Client:

Best Practice Training & Development Ltd

### Industry sector:

Apprenticeship training

### Transaction:

Business sale

### Key highlight:

Larking Gowen worked closely with the shareholders, advising on the pros and cons of offers received and helped deliver a transaction to a successful outcome, despite logistical issues brought about by COVID-19 restrictions.



### Comments

David Allenstein, Director/ Shareholder of Best Practice Training & Development Ltd, said, "Jack and the team at Larking Gowen worked closely with me from the initial company valuation through to completion of the sale.

"At every step, they attended to all necessary details, providing advice and guidance. They supported sensitive negotiations to move the process forward and reach a successful outcome.

"The team was highly responsive, reacting quickly, and helped the process to stay on track during challenging conditions.

"Thank you!"

Jack Minns, Larking Gowen Partner, said, "It was a pleasure to work with David and his fellow shareholders on the sale of Best Practice. David deserves enormous credit for the way he's built and adapted the business over the years and we wish him, and Mary, all the very best in their retirement."