

# K4 Law establishes a new breed of legal practice

ADVERTISING FEATURE



**WOMAN IN BUSINESS:** Kishani Navin LL.B (Hons.) Partner K4 Law

WITH its bold red door, prominent number 100 and elegant Georgian frontage in the traditional professional quarter along Leicester's leafy New Walk, K4 Law has the look of a long-established practice.

Inside it's all systems go for what is, in fact, a fledgling city firm, launched only three months ago. Partners Kishani Navin and Nicholas Foreman have struck out in a new breed of practice with a straightforward approach and a listening ear.

Raised in London and having studied in Brighton and Strasbourg, Kishani moved to Leicester in 1994 to join her fiancé, now husband. She completed her legal training here and has worked in several city practices, building sound experience with the ultimate ambition of launching her own firm. Kishani has actually come full circle, having completed some of her training in the very same building that K4 Law now occupies.

In an economic downturn, the new venture was initially looked on with surprise by their peers.

"People thought we were very brave to set up a new firm in the current climate, but we thought it the right time to start," said Kishani.

"Starting our own practice was the next progression in both our careers and all the elements fitted. When you do a good job, word gets around. It may be a difficult market, but we have lots of support from cli-

ents through word of mouth recommendation, which has proved very helpful and we hope will continue to be so."

A central location, close to bus services, the railway station and with free parking on site, K4 Law offers a flexible service that can also include home visits and out of hours appointments.

Within the practice Kishani specialises in litigation issues. Nicholas Foreman is the expert on commercial property, wills, probate and trust work, which includes the growing specialist area of law for the elderly, a division Kishani sees as the perfect complement to her skills.

Whether it is a personal injury, dispute resolution, probate, or moving house issue, the dynamic and charming partnership of K4 Law aims to provide a client-focused, objective and empathetic service.

"Legal experts are often perceived as unapproachable. While we have a lot of experience we are also personable to clients, which is key to our success. Clients find us easy to talk to and we like to think we have an affinity with them that can put them at ease," said Kishani.

K4 Law's 'leave it to us' ethos aims to shoulder the burden for clients. With around 50 per cent of legal practitioners now women, it is clear that a caring female touch can be of added value in resolving acrimonious disputes.

"Legal issues are traditionally

seen as confrontational, which can be enormously stressful for the parties involved. Current trends within the profession aim to mediate and resolve. These approaches come very naturally to me.

"Issues at stake can be highly complex, especially when emotions are concerned. Being able to see clearly through them is a crucial benefit for clients to find a solution they will be happy with."

The ideal is to create win-win situations, preferably settling out of court, addressing issues, for example, at round table meetings designed to save time, costs and stress.

Kishani is very mindful of doing the best for the client, thereby building trust. That way, she says, they will want to come back.

"People are very worried about spending money at the moment and there are a lot of DIY legal packages available, but it pays to get it right and seeking professional advice early on can be a safer and cheaper option to steer them through trouble in the long term."

K4 Law offers a fixed fee initial consultation to new clients to help identify problems and find a remedy. The firm also offers a free quotation for many services. For further information, call 0116 216 0510 or visit the new website at:

[www.k4law.com](http://www.k4law.com)



**BUSINESS BOOMING:** Kerry Mitchell, of Mitchell Storage and Distribution, East Goscote

## From A to B with Mitchell Storage and Distribution

ADVERTISING FEATURE

**FATHER CHRISTMAS** has his reindeer to turn to, but for the rest of us, when something important needs to get from A to B without a hitch, there's Mitchell Storage and Distribution.

With the customary pre-Christmas order book already bursting at the seams right up to and including Christmas Eve, Kerry Mitchell and her close-knit family team – husband Bill, son Glenn, and soon-to-be daughter-in-law Sara – are positively thriving from the buzz.

"Since eBay took off, business has come in even faster than before," she explains. "We are eBay distribution specialists and we can palletise, store or distribute anything within the UK. We can do it for anyone, from a lone individual with a bulky item to despatch, to a company with a consignment of 500 pallets. We work with all sectors of industry."

Kerry's not kidding – the company was once called upon to pack and send off an urn full of ashes from Peterborough to London. And then there's the eBay deliveries, ranging from popcorn machines to sofas.

Kerry and the team have been working out of East Goscote's industrial estate since 1996, moving several times within the estate to cope with the company's continual expansion.

And even in the wake of a financial downturn, things are still looking bright, says Kerry, after taking on five new members of staff and investing in three additional heavy goods vehicles.

Mitchell Storage and Distribution operates a convenient, highly-professional solution for all your pallet storage, distribution, and pick and pack requirements.

The firm's service repertoire is flexible and wide-ranging, including same day and next day a.m. delivery, time-crucial consignments, and a budget-wise economy service. Vehicles range in size from a transit van to 40ft articulated lorries, with a labour-saving tail lift facility.

"We've just been awarded the licence agreement for Fortec, one of the leading pallet distribution networks in the UK. Coverage is excellent, which means considerable savings on time and fuel costs for our clients when compared to some of our competitors, plus improved efficiency."

The Fortec network currently handles 3,000 pallets across the UK each night, and enjoys a 98.7 per cent next-day delivery success rate. And as for storage, there is capacity for up to 500 pallets at the East Goscote site.

"The aim is to grow that figure to 6,000 a night by the end of 2009," says Kerry, with an air of determination.

But even when working with such economies of scale, Kerry is determined to keep the personal touch. "There is no call centre – our clients get straight through to us whenever they call."

"We're a very close family business, but at the same time, we have the scale and access to the vehicles to offer a large-scale service."

But for those who are too busy even to pick up the phone to arrange a consignment, Mitchell Storage and Distribution also offers a live, on-line booking facility, MSD Live.

And if you want to keep tabs on your delivery every step of the way, Mitchell Storage and Distribution will install a free, direct link-up with Fortec's tracking system on your computer, as well as facilities to generate your own bar codes and proof of delivery labels.

And finally – some great news for anyone having trouble deciding what to buy for Christmas.

Mitchell Distribution is the UK licensed distributor for Trikke 3CVs. They provide a fun-filled contemporary twist to getting around – with no pedals – for five-year-olds to adults.

"They range from £99.95 to £249.95, and there's also the Trikke Skki, which runs on blades rather than wheels, at £534.95," says Kerry.

"We're offering a ten per cent discount to anyone who calls us and quotes LMSD01 between now and Christmas. Take a closer look at them at [www.trikkeuk.com](http://www.trikkeuk.com)"

Find out how Mitchell Storage and Distribution can quite literally take a load off your mind by calling 0116 260 4080 today. Book your job in or request a free quote by logging on to:

[www.mitchelldistribution.co.uk](http://www.mitchelldistribution.co.uk)  
Alternatively, email: [sales@mitchelldistribution.co.uk](mailto:sales@mitchelldistribution.co.uk)



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Mitchell Storage & Distribution Ltd

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