

A hand in a dark suit sleeve reaches out from the center, fingers slightly curled. On either side of the hand are two wooden blocks stacked on top of each other. On the left block sits a bright green wooden figure, and on the right block sits a bright red wooden figure. The background is dark and out of focus.

CICM

Chartered
Institute
of Credit
Management

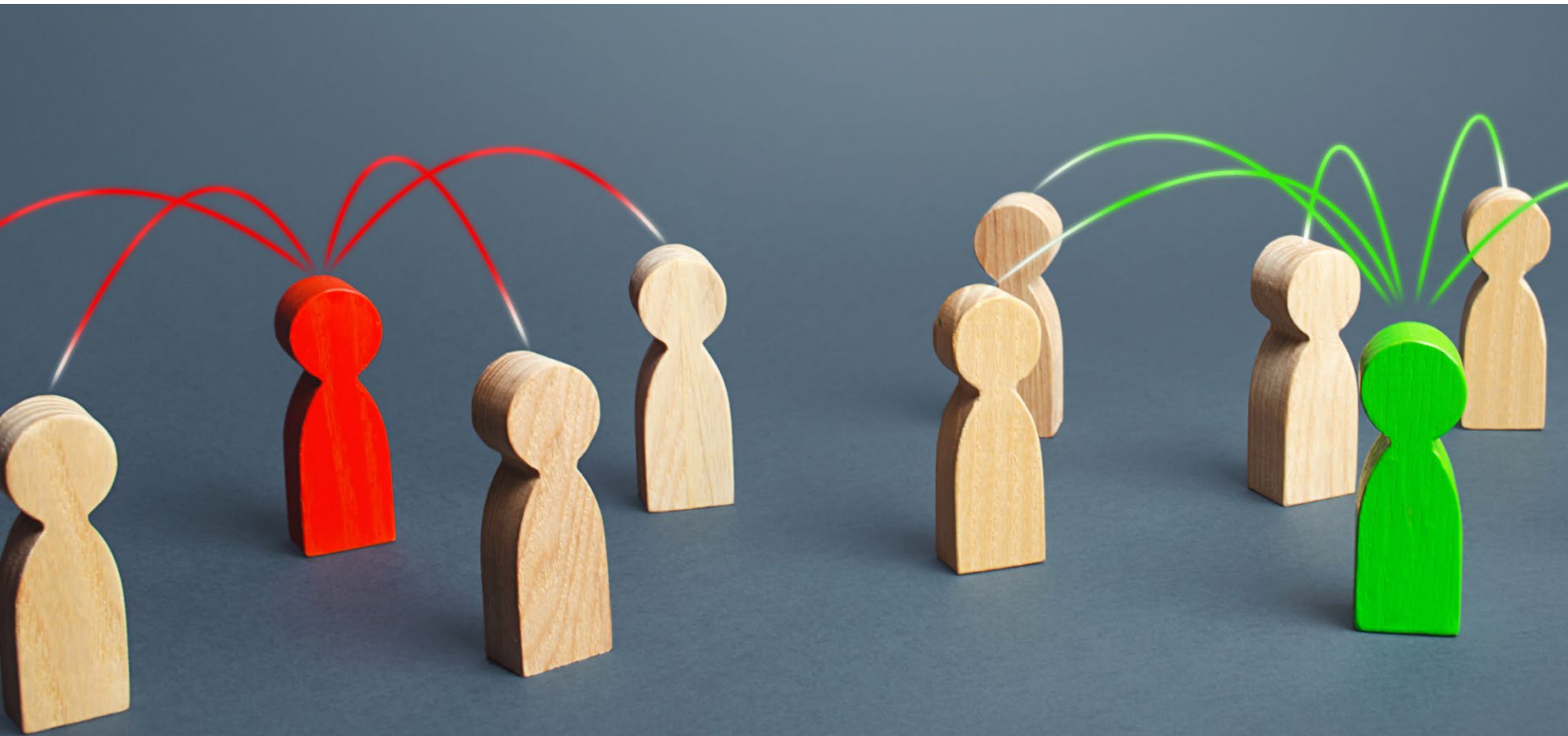
 **SHAKESPEARE
MARTINEAU**
Legal advice for life and business

The complex life cycle of commercial debt resolution

Shakespeare Martineau, The Shard, London

12 November 2025

09:30 - 16:30



The complex life cycle of commercial debt resolution

In the fast-paced world of credit management, not every deal ends as planned. When tensions escalate, mediation often becomes the final line of defence before litigation.

In this immersive role play, we unpack the complex life cycle of commercial debt resolution. We will explore a high-stakes commercial dispute involving mediation, legal and financial considerations, enforcement and liquidation.

This learning experience is built on real-world scenarios and you will witness how professional conduct, strategy and legal frameworks intersect under pressure. You will also have the opportunity to observe, question and share your insights as the drama unfolds.

You will leave with practical tools and a deeper understanding of how to manage disputes and protect recoveries in your own work.

Key take aways:

- How skilled mediators manage volatile dynamics
- The anatomy of a successful settlement
- Consequences of breached agreements
- Enforcement challenges when assets are scarce
- How insolvency tools help trace and recover what is owed



Presenters



Jayne Gardner

Partner & head of debt & asset recovery
Shakespeare Martineau



Giuseppe Parla

Insolvency practitioner
Menzies



Eddie Flanagan

Partner - debt & asset recovery
Shakespeare Martineau



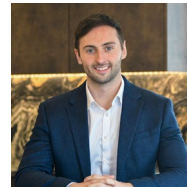
Michael Whitaker

Director and head of business development
Wilson & Roe



Richard Thorpe

Partner - claims & regulatory investigations
Shakespeare Martineau



Eric Roe

Managing director
Wilson & Roe



Grace Strawford

Associate - debt & asset recovery
Shakespeare Martineau



Jon Farley

Senior enforcement officer
Wilson & Roe



Chris Neale

Associate - restructuring & insolvency
Shakespeare Martineau



Apollon Leontas

Recoveries manager
Hampshire Trust Bank



Sushma Maharaj

Partner - commercial services
Shakespeare Martineau



Book now

Who should attend

CICM members, credit managers and those responsible for asset management.

Agenda

- | | |
|-------|--|
| 09:30 | Registration |
| 10:00 | Part 1 – Disputes, mediation and settlement options |
| 12:30 | Lunch |
| 13:30 | Part 2 – Enforcement, liquidation and legal contractual issues |
| 16:00 | Networking drinks |
| 17:00 | Close |

Attendance to this event is free of charge, but places are limited and must be reserved in advance. To secure your place, please [click here](#).

Please note that this link will redirect you to the CICM booking page, where your registration details will be managed in line with CICM's privacy policy.

Venue

Shakespeare Martineau
The Shard – Floor 19
32 London Bridge Street
London
SE1 9SG

Entry to The Shard is by advance registration only, and unregistered guests cannot be accommodated. As numbers are limited, we kindly request that you only book a place if you are confident you can attend.

For more information, please contact:

Becki Sharpe, Chartered Institute of Credit Management
E: becki.sharpe@cicm.com

Daljit Flora, Shakespeare Martineau
E: daljit.flora@shma.co.uk

