



# The Facilitate Factor

**Welcome To Our Monthly Newsletter**  
March 2019

Featuring article by Professor  
Shawn Halpin and much more!

Facilitate Expert Solutions Ltd look  
after a number of Clinical Neuro-  
Psychologists throughout the UK  
together with other Medico-Legal  
Experts in different fields.

We are a small company whose ethos  
is to ensure personalised, efficient service  
for our experts at low percentage on  
receipts or fixed fee basis to suit your needs.

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Expert**

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This month our guest author  
is Shawn Halpin  
*Consultant Neuroradiologist*

## The Expert at Pooh Corner

Winnie the Pooh said “sometimes I sits and thinks and sometimes I just sits”. Well that is me faced with finances. I am good at my profession. I believe I am respected locally and even, dare I say, internationally. I am academically successful, a member and fellow of Royal Colleges; author of papers and book chapters; I even completed a Masters in Law at age 50.

But show me a row of numbers, and my eyes glaze. I stare at the screen, my face a mixture of blank incomprehension and horror, before quickly finding something more pressing to do.

That is how my medicolegal practice developed. Reports of near genius, accompanied by mounting piles of unpaid invoices amounting to tens of thousands. Eventually, of course, I found Facilitate, and things have looked up.

For quite a while I felt angry towards the solicitors who failed to cough up. I considered their actions to be immoral and unethical. I couldn't understand why they seemed, at least some of them, to act in a deliberately dishonest and deceitful manner. How many times had I responded to urgent requests; how many times have they expressed gratitude for my help? Yet when it came to paying the invoices, the urgency seemed to slip quietly out of the door marked 'mañana'.

Of course I have to pay tax on any invoice raised, then declare after a certain time that the sum is a tax write off, then declare it again as income when it eventually comes through. Time consuming, gloom inducing, not what I want to spend my time doing.

Now that I have Facilitate on the team, I can look a little more sanguinely at the problem. I have spurned medicolegal instructions from some firms, informing them that I would not act because of their poor payment record. I have been able to concentrate on providing reports for firms who seem to willingly pay their experts. My effort is less, my gain is more; my stress levels have decreased.

But am I justified in casting moral opprobrium on the late-payers? Have I never, for example, delayed payment of

a utility bill until the final demand? Surely many of us at some time have delayed sending a cheque until the next salary comes in? Solicitors do not all earn a fortune. Some will get little redress of their expenses until the case is closed, particularly for legally aided claims. It will be harder for small firms to pay for expert advice expeditiously than for the large ones.

When I went recently for legal advice on an employment issue, I had to pay £500 up front, and fill in multiple forms and guarantees before I could even cross the threshold. They were very clear that they would bear no expense that I had not covered in advance.

So why did this very same solicitor not pay my invoices for expert reports until they received multiple reminders? I'm not sure, but I have come to believe that there is a culture in some firms, a positive decision, to pay bills reluctantly. I offer two solutions. One of my colleagues refuses to release his report without payment – he claims he has never failed. The other is to turn down the work. And the response to my letters declining instructions? In some cases, there has been an immediate apology and a promise to improve; in others complete indifference. At least I know that I am better off without the latter, and I now seem to be getting paid by the former, with Facilitate's help, of course.

## HAVE YOUR SAY

Seeking articles for the next edition.  
Wide ranging topics, share your experiences.

Email [support@facilitateexpertsolutions.co.uk](mailto:support@facilitateexpertsolutions.co.uk)

## Fixed Fee or Percentage Basis

Do you need help with your monthly VAT returns, recording of invoices and chasing of outstanding fees?

Visit [facilitateexpertsolutions.co.uk](http://facilitateexpertsolutions.co.uk) for more information

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## Facilitate March News

I am currently seeking Neuropsychologists with a relatively short waiting list (less than 3 months) for an opportunity with a large Nationwide client.

If you think you have the expertise and would like to know more please email me via [support@facilitateexpertsolutions.co.uk](mailto:support@facilitateexpertsolutions.co.uk)

In other news we are exhibiting at the 2019 Medico Legal Conference being held at the BMA on Friday 1st March 2019.

If you see us there come over and meet the team!



**Claire Labio**  
Director

[claire@facilitateexpertsolutions.co.uk](mailto:claire@facilitateexpertsolutions.co.uk)

Do you need help with your monthly VAT returns, recording of invoices and chasing of outstanding fees? Are you coming under pressure from your workplace to stop using the Company/Trust supplied Secretary for your Medico-Legal work? Do you require typing support?

**If the answer to either of the above questions is YES then we can help you!**



We also run a **Barrister Practice Management** business. This links together nicely with Facilitate as we use some of our experts for **Seminars, Mock Inquests, Trials** etc. If you would like to be considered please contact us > [claire.labio@completecounsel.co.uk](mailto:claire.labio@completecounsel.co.uk)