



Driving Profitable Practice Workshop

How to achieve world-class business results in a challenging environment presented by Neil Oakes

Sydney Tuesday, 9 October 2007, The Grace Hotel
Melbourne Thursday, 11 October 2007 Medina Grand
Brisbane Tuesday, 16 October 2007 Hilton Brisbane
Session: 9am - 5pm

At this one day workshop you will know what legal industry leaders are doing, thinking and planning in addressing the current issues confronting Australian law firm owners and managers.

We have been working with our clients to develop both contemporary and innovative solutions to perennial issues and innovative solutions to new issues. This workshop will make these strategies available to your firm.

Sustained success comes from constant up-skilling of all partners and staff. We would recommend that several of your team attend this program so that your firm can drive the improvement process at best practice pace.

Program

SESSION 1 What is driving extreme profit firms in 2007?

- Learn how leading edge firms are staying ahead of the game
- Getting partners to shift from technicians to proprietors/entrepreneurs
- Building a management structure capable of driving and sustaining improvement
- Better approaches to strategic management
- Achieving high volume profit
- Merger, organic growth or stay the same?

SESSION 2 Systems for sustained success

- Maximising cash flows in the current economy
- Systems to maximise value
- Systems to maximise lawyer performance
- Systems to maximise client satisfaction

SESSION 3 Systems for client maintenance and development

- Effective engagement management
- Measuring satisfaction levels
- Building and gaining client loyalty
- Managing and selling delegation
- Managing/outsourcing business promotion and profile building

SESSION 4 Managing equity, debt and ownership

- Contemporary law firm funding
- Buying or selling equity – what is happening in your market place?
- Valuation methodologies
- Introducing new partners without eroding profits per partner
- Partner compensation

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Neil Oakes

Neil has been working almost exclusively as a management consultant with the legal profession for more than 15 years.

Each year he is involved with some 110 law firms of various sizes and speciality areas of practice.

REGISTRATION & TAX INVOICE

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\$880 for the first person. Additional people from the same firm are \$660 each. (Prices include GST)

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