



Driving Profitable Practice Workshop

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

Melbourne Tue, 2 Sept 2008 – Medina Grand
Sydney Tue, 9 Sept 2008 – Hilton Sydney
Brisbane Tue, 23 Sept 2008 – Hilton Brisb.
Adelaide Thur, 25 Sept 2008 – Hilton Adel.
Auckland Thur, 2 Oct 2008 – Auckland Club
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 Australasian 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.

Neil Oakes



Neil has been working almost exclusively as a management consultant with the legal profession for more than 20 years. Each year he is involved with some 110 law firms of various sizes and speciality areas of practice.

Program

SESSION 1 What is driving extreme profit firms in 2008?

- 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 to manage attrition

- Causes of attrition
- Who quits and why?
- Developing a retention strategy.

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

REGISTRATION & TAX INVOICE

Fax to: 02 9262 6749

- Melbourne – 2 Sep Sydney – 9 Sep Brisbane – 23 Sep
 Adelaide – 25 Sep Auckland – 2 Oct

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Firm _____

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YOUR INVESTMENT: \$880 (inc GST) for the first person. Additional people from the same firm are \$660 (inc GST) each. (NZ attendees \$800 / \$600.)

TAX INVOICE

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