

# Registration Form

## TAX INVOICE ABN 80 083 010 075

Please register me in the following Course:

Sydney 11 August    Brisbane 12 August    Adelaide 14 August    Melbourne 15 August

Firm \_\_\_\_\_

Name \_\_\_\_\_

Name \_\_\_\_\_

Name \_\_\_\_\_

Postal Address \_\_\_\_\_

Postcode \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

I enclose a cheque (made payable to FMRC Legal Pty Ltd)

**OR** please charge my credit card   Amount \$ \_\_\_\_\_

Visa    Mastercard    Bankcard

Card No. \_\_\_\_\_

Name on card \_\_\_\_\_

Expiry date \_\_\_\_\_

Signature on card \_\_\_\_\_

CVN No. \_\_\_\_\_

(Located on the back of your card, printed on the signature strip, provide last three digits)

### TAX INVOICE

Once completed this form constitutes a tax invoice from FMRC Legal Pty Ltd ABN 80 083 010 075

# 7 Immediate Benefits of Doing this Programme

- 1 Learn how the best Australasian firms do it, year after year
- 2 Learn how to think and act as an entrepreneur – legal practice management is too important to be left to amateurs or technicians
- 3 Develop strategies to ensure profitability after re-regulation
- 4 Develop cash flow management strategies to fund growth, development and lifestyle
- 5 Learn what others are doing to manage partner exit and entry and the pitfalls of various models
- 6 Build a business driven by client satisfaction
- 7 Get focused on and committed to the improvement process

### WHO SHOULD ATTEND?

- Owners and managers of progressive legal firms
- People who want to be owners and managers of progressive legal firms

FMRC Legal reserves the right to cancel courses due to insufficient registrations.

VISIT US @ [www.fmrcllegal.com](http://www.fmrcllegal.com)

### Send correspondence to:

Workshop Coordinator

**FMRC Legal Pty Ltd** (ABN 80 083 010 075)

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## Driving Profitable Practice

HOW TO ACHIEVE WORLD-CLASS  
BUSINESS RESULTS IN A  
CHALLENGING ENVIRONMENT

AUGUST 2003



FMRC LEGAL

# Driving Profitable Practice

## Programme

## → About FMRC Legal

This one-day workshop offers participants the chance to find out what legal industry leaders are doing, thinking and planning, and addresses 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 programme so that your firm can drive the improvement process at best practice pace.

### DATES AND VENUES

11 August	Sydney	Quay Grand Suites
12 August	Brisbane	Hilton Brisbane
14 August	Adelaide	Novotel Adelaide
15 August	Melbourne	Eden-on-the-Park

Workshops begin at 9:00am (coffee from 8:30am) and conclude at 5:00pm

### YOUR INVESTMENT

The cost of this workshop is **\$550** for the first person. Additional people from the same firm are **\$330** each (these prices are inclusive of GST).

### SESSION 1 What is driving extreme profit firms in 2003?

- 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

FMRC Legal is a legal practice management training and consulting organisation that has been working closely with Australasian law firms for 30 years.

The organisation is recognised as a major centre for training solicitors in legal practice management. We have introduced some 4,000 people to practical management methods and techniques. FMRC Legal heralded productivity management methods, cash flow management techniques and partnership performance strategies that are now standard practice in many firms.

Today we act for law firms throughout Australasia, from major national firms to mid-sized, boutique and progressive small firms.

# Profitable Practice

