

Managing Lawyers for Non-Lawyers

Program

This workshop will take managers beyond law firm management 101 and provide a framework for driving a high performance law firm.

Law firms are different to other businesses. They depend on expensive, highly mobile human assets, efficiently producing intangible services for success. On top of this sits the added complexity of the professional firm partnership, whether incorporated or traditional cultural complexities abound.

Know the specific strategies relevant for non-lawyer managers. This one day workshop will explore these specific issues and provide participants with an approach that will enable them to thrive in a professional service firm environment.

Program Content

- Leading lawyers strategically
- Determining and managing culture
- Assisting lawyers to plan for business improvement
- Performance coaching
- Assisting lawyers to build a practice
- Managing challenging lawyers
- Making strategy happen

Who should attend?

Managers at all levels in law firms responsible for:

- Administration
- Data management
- Finance
- Human resources
- Information technology
- Management
- Marketing
- Precedents
- Research

Dates & Venues

- **Sydney:** Tuesday, 6 May – Hilton Hotel
- **Brisbane:** Tuesday, 20 May – Brisbane Hotel
- **Melbourne:** Wednesday, 28 May – Medina Grand

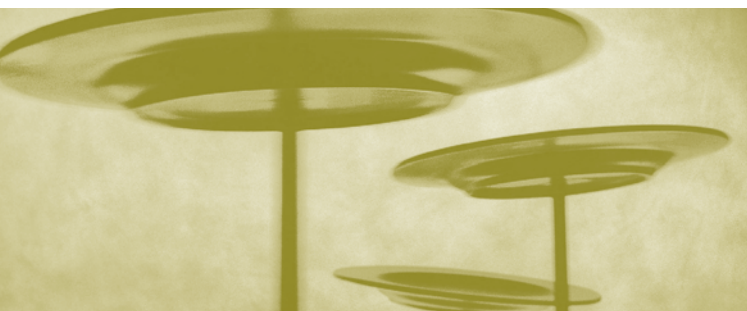
Time – 9am to 5pm (coffee from 8:30am)

Your Investment

\$880 for the first person. Additional people - same firm \$660 each. (including GST)

MCLE/CPD Points

Subject to specific requirements of relevant State rulings. 6 MCLE points in NSW



Registration

TAX INVOICE

Please register me in the following:

- Sydney:** Tuesday, 6 May – Hilton Hotel, Sydney
 Brisbane: Tuesday, 20 May – Hilton Hotel, Brisbane
 Melbourne: Wednesday, 28 May – Medina Grand

YOUR INVESTMENT

The cost of this workshop is \$880 (incl. GST) for the first person.
Additional people from the same firm are \$660 each (including GST).

Firm _____

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 American Express

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

Mng Lawyers DL Mar08

Workshop Presenter



Neil Oakes

Neil has been working as a management consultant with the legal profession for 20 years.

He undertakes consulting assignments for law firms throughout Australia and New Zealand, specialising in strategic

advantage, profit growth strategies and change management. Each year he is involved with some 110 law firms of various sizes and speciality areas of practice.

Neil is one of the New South Wales Law Society's Best Practice auditors and consultants.

FMRC Legal - provides training, research and management advice to law firms. For the past 30 years it has been a major centre for training Australian and New Zealand solicitors in legal practice management. Today we act for major national law firms, mid-sized, boutique and progressive small firms.

2 easy ways to register:

1. Fax this sheet to 02 9262 6749
2. Phone 02 9262 3377

Cancellation policy

Registrations cancelled within one week of a workshop will incur an administration charge. FMRC Legal reserves the right to cancel workshops due to insufficient registrations.

VISIT US @ www.fmrcllegal.com

Workshop Co-ordinator
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Managing lawyers for non-lawyers workshop

Have the strategies; know the issues and
the approach to enable you to thrive

2008



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