



A one-day course for solicitors and managers

PRACTICE MANAGEMENT FOR TOUGH TIMES

SYDNEY » MELBOURNE » BRISBANE » ADELAIDE »



THE STRATEGIES YOU NEED

FMRC's workshop on Practice Management for Tough Times will arm you with the strategies you need to confidently lead your firm into the future.

During the workshop, our presenters, who are experts in the field, will draw on insights gained from previous recessions and discuss contemporary strategies for achieving high performance. You'll leave the workshop with practical advice based on both experience and empirical substantive data gathered from the legal profession.

ASK YOURSELF...

- » Can your firm achieve and sustain high performance during an economic slow down?
- » Is the impact of a patchy property market and reduced client activity holding you back?
- » Are your charge outs being affected by the demands of price sensitive self-funded litigators and mounting media discussion on the cost of litigation?
- » And, when it comes to attracting the very best people into your team during a period of economic instability, how do you go?

LEADING THE WAY IN LAW FIRM MANAGEMENT

At FMRC, we have delivered workshops and seminars to national law firms, mid-sized boutique practices and progressive small firms for over 30 years. Over time, we've earned a reputation for providing professional training that is motivating, inspiring and rewarding.

Our teaching and advice is based on specialist knowledge of law firm management supported by empirical substantive data collected from the many surveys of the legal profession that our group conducts every year.

DATES AND VENUES

| | |
|-----------|---|
| SYDNEY | Monday 3 August 2009 Hilton Hotel, Sydney |
| MELBOURNE | Wednesday 5 August 2009 RACV City Club, Melbourne |
| BRISBANE | Friday 7 August, 2009 Hilton Hotel, Brisbane |
| ADELAIDE | Tuesday 18 August, 2009 Hilton Hotel Adelaide |

PRESENTER

SAM COUPLAND



Prior to joining FMRC, Sam Coupland practised as a Chartered Accountant, in a top tier Accounting firm. Sam has spent the last 10 years advising law firms. He is a leading authority on law firm valuation, firm funding and practice strategy. Sam is a regular key note speaker at major conferences in Australasia.

In addition to conducting consulting engagements and a wide range of training programs, Sam is the managing principal of FMRC.

PRESENTER

NEIL OAKES



Neil Oakes has worked as a management consultant in the legal profession for 20 years. His extensive experience and expertise is sought each year by over 100 law firms of all sizes and specialisations, throughout Australia and New Zealand.

Neil specialises in creating strategic advantage, profit growth and addressing partnership management issues.

THE PROGRAM

SESSION 1

Hear about the impact of the Global Financial Crisis and:

How firms are responding to the commercial slow down
How small firms are being affected and what can be done about it
How it is affecting litigation firms – and what can be done about it
Its likely impact on the profession in the future



SESSION 2

Learn how to improve business and staff performance by:

Achieving and maintaining a strategic focus
Realising the importance of your core business
Managing cultural issues
Maintaining appropriate assets
Managing partnership issues



SESSION 3

Discover useful procedures for managing:

Pricing in a period when litigation costs are under scrutiny
People during times of economic instability
Performance when client activity is slowing
Funding to sustain and grow your business



SESSION 4

Find out how to develop your practice and promote your firm by:

Managing business relationships
Building your brand
Developing new offerings
Implementing on-going promotional activity



3 EASY WAYS TO REGISTER



BOOK ONLINE AT
WWW.FMRC.COM.AU



FAX YOUR COMPLETED
REGISTRATION FORM
TO 02 9262 6749



PHONE US ON
02 9262 3377

WHAT IS YOUR INVESTMENT?

Your investment in the Practice Management for Tough Times workshop is **\$880 (inc GST)** for the first person from your firm and **\$660 (inc GST)** for each additional person from the same firm.



HOW MANY MCLE /CPD POINTS WILL YOU EARN?

Where applicable, you can earn 6 MCLE points by attending the Practice Management for Tough Times workshop.

WHO SHOULD ATTEND?

The Practice Management for Tough Times workshop has been created for partners, managers and senior lawyers who want to build and maintain business performance during tough times.

REGISTRATION AND TAX INVOICE

Please register me in the following workshop:

- | | | |
|------------------------------------|-------------------------|---------------------------|
| <input type="checkbox"/> Sydney | Monday 3 August 2009 | Hilton Hotel Sydney |
| <input type="checkbox"/> Melbourne | Wednesday 5 August 2009 | RACV City Club, Melbourne |
| <input type="checkbox"/> Brisbane | Friday 7 August, 29009 | Hilton Hotel, Brisbane |
| <input type="checkbox"/> Adelaide | Tuesday 18 August, 2009 | Hilton Hotel Adelaide |

Name of your firm _____

Mr Mrs Miss Ms

First name _____ Last name _____

Postal address _____

_____ Postcode _____

Telephone _____ Fax _____

Email _____

(Please copy form and complete for additional registrants)

I enclose a cheque made payable to FMRC Pty Ltd **OR**

Please charge my credit card with the amount of \$ _____

Visa Mastercard Amex

Card no _____

Name on card _____

Expiry date _____ Signature on card _____

CVN no. _____ Please provide the last 3 digits of your CVN, which is printed on the signature strip on the back of your credit card.

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

OUR CANCELLATION POLICY: Registrations cancelled within one week of a workshop incur an administration charge. FMRC reserves the right to cancel workshops due to insufficient registrations.



Visit us and find out more:

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