

MANAGEMENT SKILLS TRAINING FOR LAWYERS 2017

LEADING CHANGE, TRANSFORMING PRACTICES

A one-day masterclass for law firm leaders

LONDON | TUESDAY 20TH JUNE 2017

Law firm leaders are facing a constant battle to keep their firms 'ahead of the curve' as a consequence of the forces affecting the legal services industry. New technologies, renewed competition and a shift in societal expectations are forcing firms to adapt and adjust. Some leaders see these forces as disruptive, while others see them as an opportunity for growth. This one-day, small interactive masterclass led by Andrew Otterburn and Simon Tupman will explore these issues and offer ideas to help participants lead change and transform their practices.

The focus of the day will be on:

- Balancing leadership with management
- Winning over hearts and minds
- Removing barriers to, and accelerating change
- Identifying and monitoring the main KPIs
- Enhancing profit and cash flow
- Developing the next generation of leaders
- Establishing a vibrant culture

COURSE LEADERS:

Andrew Otterburn and Simon Tupman



Andrew Otterburn has advised approximately 250 firms on management, strategy, and profitability, in particular through retreat facilitation and management skills training. The 3rd edition of his book, *Profitability and Law Firm Management* was published by the Law Society in London in 2016. He is the former vice chairman of the Law Management Section and a founding member of the Law Consultancy Network.



Simon Tupman has devoted his career to helping lawyers globally thrive in changing times. He has written two best-selling books, *Why Lawyers Should Eat Bananas* which has been translated into Russian and *Why Entrepreneurs Should Eat Bananas* which has been translated into Portuguese and Spanish. His third book, *Legal Eagles* features lawyers who are making a difference in the world. He is a member of the Law Consultancy Network, and is based in New Zealand.

REGISTRATION FORM

Fee: £550 (£660 inc VAT). Additional delegates £450 (£540 inc VAT)

Title/First name/Surname		Email	
Title/First name/Surname		Email	
Firm name			
Address			
Telephone & Fax			

Please note that fees are non-refundable if cancellations are received less than 14 days before the event, but delegates may be substituted at any time. We reserve the right to change the programme due to circumstances beyond our control.

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Post to: Otterburn Legal Consulting LLP, 1 Holme View Park, Holmfirth, HD9 3HS, UK

To register: Please email this booking form to andrew.otterburn@otterburn.co.uk and we will provide our bank details for you to arrange a bank transfer.

