

Law firm Management 2012

London - Tuesday 3rd July 2012

Developing strategy post LSA

By July six months the LSA will have been fully implemented for over six months and new entrants will have entered the market:

- Assessing the impact of the LSA so far on the markets and your firm
- How might the profession develop over the coming 18 months?
- Development options
- Leadership and developing talent
- Developing strategy in the new environment

Tuesday 3rd July - 10.00 - 12.30 Registration 9.30

Financial Management update

Designed for managing partners, team leaders and others involved in law firm management this seminar provides an update on our highly successful 2011 Financial Masterclass:

- Are the financial drivers different post LSA?
- The essential areas to control
- Key profitability drivers
- Working capital management
- Performance benchmarks
- Monthly financial reporting

Tuesday 3rd July - 14.00 - 16.30 Registration 13.30

Both seminars can also be run in-house

Good sized group, therefore good, open discussion."

"A good reminder of the things to which we should aspire – helpful, interesting and thought provoking"

"Gave me a list of things to think about/focus on."

Otterburn Legal Consulting is a specialist law firm management consultancy based in the UK. We advise firms on how to develop and strengthen their management, formulate future strategy and improve long-term profitability. We have advised over 300 firms, together with Government and the professional bodies in the UK. We are founder members of the Law Consultancy Network – a grouping that brings together some of the UK’s most highly regarded law firm management consultants.



Independent
Law Firm Consultants

Each year we run a number of seminars – in London, Lisbon, Dublin and other centres and speak at or chair conferences.

Our seminars:

- Are designed for small groups of around 10 to 15 on each seminar
- Encourage group discussion
- Are designed for partners, other lawyers, team leaders, practice managers

Speaker:

Andrew Otterburn is a leading law firm management consultant based in the UK, with twenty years experience advising law firms. He has advised around 250 firms in connection with:

- Strategy, business development, management structures and organisation
- Profitability and financial management
- Away day and partner retreat facilitation
- The Lexcel quality standard

His book, “Profitability and Law Firm Management” was published by the Law Society in London in 2002, with the second edition published in 2007. His latest book, “From recession to upturn – Financial management and strategy for law firms” was published by the Law Society in 2009. Andrew has chaired or spoken at many conferences on behalf of the Law Society, the Law Society of Scotland, the Law Society of Ireland, and other organisations. In 2009 he was a speaker at the tri-annual conference of the Orde van Vlaamse Balies.. He is a member of the Executive Committee of the Law Management Section, a founding member of the Law Consultancy Network, a core MBA faculty member and module leader for the Nottingham Law School MBA in Legal Practice, and a lead tutor for the MMU Postgraduate Certificate in Legal Practice Management.

Fee	Fee: £150 (£180 inc VAT) per seminar			
CPD	2 ½ hours CPD for each seminar			
	Developing strategy post LSA	Please tick:	Financial Management update	Please tick:
	London Tuesday 3rd July - 10.00 - 12.30	<input type="checkbox"/>	London Tuesday 3rd July - 14.00 - 16.30	<input type="checkbox"/>
Title/First name/Surname		Email		
Title/First name/Surname		Email		
Firm name				
Address				
VAT number				
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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