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WHAT YOU NEED TO KNOW NOW TO CREATE A POSITIVE, PROSPEROUS FUTURE FOR YOUR LAW FIRM

One-day workshops 9.00am to 5.00pm

Sydney | Melbourne | Brisbane | Auckland



THE STRATEGIES YOU NEED

This one-day programme presents a positive likely future for legal practices and provides partners with a guide to creating it. I will discuss in detail what the next 5 years is likely to look like and why. We will discuss likely changes and opportunities that will arise from them.

During the day we will discuss strategies and tactics that firms are using now to thrive and future proof.

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 SERVICES INCLUDE:

- 1 Legal benchmarking and performance consulting
- 2 Management workshops for both public and private sectors
- 3 Equity valuation and broking services

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.

PRESENTER



DR NEIL OAKES

Neil has served the Australasian legal profession since 1989. During this time he has assisted many firms with myriad management challenges. Neil assists firms with strategy and profit growth, partner / director performance management and profit sharing, key talent management, management structures and succession management.

Neil conducts planning retreats regularly, assisting firms to plan for and achieve greater success. Neil presents in FMRC workshops and is often invited to present key note addresses at management forums throughout Australia and New Zealand. Neil is a Director at FMRC and a Principal at Edge International.

DATES AND VENUES

SYDNEY

Monday, 23 October 2017, Sydney CBD

MELBOURNE

Wednesday, 25 October 2017, Melbourne CBD

BRISBANE

Friday, 27 October 2017, Brisbane CBD

AUCKLAND

Wednesday, 1 November 2017, Auckland CBD

TIME

Sessions run from 9am to 5pm.

Coffee served from 8:30am.

THE PROGRAMME

SESSION 1

EMERGING TRENDS—THE LIKELY LEGAL LANDSCAPE 2018-2022

- › What the data indicate
- › Summarising the 'futurist' future, recent publications, podcasts and legal media
- › Optimistic alternatives
- › Disruption and disintermediation
- › Likely winners and losers

SESSION 2

EMERGING EMPLOYMENT ISSUES

- › Structuring and productivity
- › Changing the dominant model
- › Productivity and profitability
- › Making incentives work

SESSION 3

EMERGING PARTNERSHIP ISSUES

- › Generational change within partnerships
- › Changing expectations and values
- › Managing entitlement
- › Sharing systems that encourage balance and diversity

SESSION 4

FUTURE PROOFING

- › Coping with commoditisation
 - › Price driven
 - › Disruptor driven
- › Managing and building your brand
- › Developing and maintaining inimitable, trust based client relationships
- › Spreading the message of a positive future

3 EASY WAYS TO REGISTER

FAX COMPLETED FORM

AUS +61 2 8188 7506

BOOK ONLINE

at www.fmrc.com.au

PHONE US

AUS +61 2 9262 3377

REGISTRATION AND TAX INVOICE

PLEASE REGISTER ME IN THE FOLLOWING WORKSHOP:

- SYD MON 23 October 2017
 MEL WED 25 October 2017
 BNE FRI 27 October 2017
 AUK WED 1 November 2017

WHAT IS YOUR INVESTMENT?

The cost of this workshop is AUD\$880 per person. A 15% discount will apply if two or more participants from the same firm attend.

HOW MANY MCLE / CPD POINTS WILL YOU EARN?

Subject to specific requirements of relevant State rulings, attendance at this workshop will allow participants to earn 6 CPD points.

Personal details

Name of your firm

First name Last name

First name Last name

First name Last name

Postal address Postcode

Telephone Fax

Email

(Please copy form and complete for additional registrants)

Payment details

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

EFT: FMRC Legal Pty Ltd BSB: 332 051 Account No: 551 337 937
PLEASE EMAIL REGISTRATION/REMITTANCE TO: ENQUIRIES@FMRC.COM.AU

OR Please charge my credit card with the amount of \$.....

Visa Mastercard Amex

Card no. / /

Name on card

Expiry date Signature on card

CVV no Please provide the last 3 digits of your CVV, 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.

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