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NO NONSENSE MANAGEMENT FOR SMALL FIRMS

A one-day workshop for partners and managers of
1-5 principal practices

» 2015 PROGRAMME | Sydney | Melbourne | Auckland

THE STRATEGIES YOU NEED

This one-day intensive workshop provides practical, strategic advice to improve the profitability and enjoyment of your practice.

You will see how small firms are making big profits because they tenaciously implement no-nonsense management strategies.

Our discussions are supported with industry benchmark research and informed by hundreds of consulting engagements conducted during the last 25 years.

SMALL FIRM PROGRAMME

1 THE CHANGING PRACTICE ENVIRONMENT AND WHAT TO DO ABOUT IT

- › The current legal services market
- › New and emerging service offerings
- › Succeeding in a commoditised world
- › Strategies for success

2 INCREASING PROFITABILITY

- › Improving management and administration
- › Improving lawyer productivity
- › Improving cash flows

3 FINDING, KEEPING AND PRODUCTIVELY MANAGING EMPLOYEES

- › Managing the recruitment process internally
- › Selecting the right candidates
- › Motivation, retention and performance management
- › Pay

4 PLANNING FOR SUCCESS AND FOR SUCCESSION

- › Pragmatic strategic planning for small firms
- › Achieving your plans
- › Practice development essentials
- › Planning for and managing succession

HOW MANY MCLE /CPD POINTS WILL YOU EARN?

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

Attendance at this workshop allows participants to meet their CLE / CPD requirements for Practice Management and Business Skills and Professional Skills.

THE WORKSHOP

OPPORTUNITIES FOR SMALL FIRMS IN 2015 INCLUDE:

- 1 Life balance versus performance ethic: Motivating young lawyers to perform at best practice levels is a function of engagement.
- 2 Outsourcing opportunities: Innovative small firms are benefiting from the global market for legal labour.
- 3 Generational skill sets: Partners wishing to maintain success need to learn and practise new leadership skills.
- 4 The boutique emerges as the norm: Clients want specialists, even in commodity areas. The boutique firms will out-perform the generalists in many areas, most critically in client quality and talent attraction.
- 5 Good firms combat commoditisation with client intimacy: Good firms know and like their clients and become experts in their client's industry.
- 6 New ownership and wealth building opportunities: Many successful legal firms will have diverse ownership. The value placed on these firms will be a function of profitability, systems and management quality.
- 7 Knowledge management a major differentiator: Maintaining a high performance culture, quality and steep learning curves is all about the effective management of knowledge. Smaller and mid sized legal firms are starting to manage this better.
- 8 Flexible working arrangements retain talented individuals: trend toward women dominating the profession gains momentum.
- 9 Planned, orderly succession management while providing opportunities for all stakeholders.

PRESENTER

DR NEIL OAKES

Neil has served the Australasian legal profession since 1989. He has been a director of FMRC for 17 years. During this time he has assisted many firms with myriad management challenges. Neil assists firms with strategy and profit growth, partner/director management and profit sharing, key talent management, management structures and succession management. He conducts law firm planning retreats regularly, assisting law 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. He has degrees in Economics and Financial Management. His Doctorate explored the "Strategic and Behavioural Consequences of Different Profit Sharing Models in Law Firms and the Impact of Sharing Methodologies on Performance, Attrition and Gender Equity".

DATES & VENUES

SYDNEY Tuesday, 5 May, 2015
Sydney CBD

MELBOURNE Thursday, 7 May, 2015
Melbourne CBD

AUCKLAND Wednesday, 13 May, 2015
Auckland CBD

TIME: Sessions run from 9am to 5pm.
Coffee served from 8:30am.



3 EASY WAYS TO REGISTER

FAX COMPLETED FORM

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NZ +64 9 887 0916

BOOK ONLINE

at www.fmrc.com.au

PHONE US

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NZ +64 9 887 0915

PAYMENT DETAILS

The cost of this workshop for Australian firms is AUD\$880 (incl.GST) per person and for NZ firms is AUD\$800 per person. A 15% discount applies if two or more participants from the same firm attend.

REGISTRATION AND TAX INVOICE

PLEASE REGISTER ME IN THE FOLLOWING WORKSHOP:

- SYD Tues 5 May 2015
 MEL Thurs 7 May 2015
 AKL Wed 13 May 2015

Personal details

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)

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.

LEADING THE WAY IN LAW FIRM MANAGEMENT

FMRC 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.

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