



# OPTIMISTIC LAW FIRM MANAGEMENT IN UNCERTAIN TIMES

How to achieve world-class business results now

AUCKLAND » SYDNEY » MELBOURNE



# THE STRATEGIES YOU NEED

You will leave the workshop knowing what legal industry leaders are doing, thinking and planning to address the current issues confronting Australasian law firm owners and managers.

## WORLD-CLASS BUSINESS RESULTS

We have been working with our clients to develop both contemporary and innovative solutions to perennial issues and innovative solutions to new issues. This workshop will make these strategies available to your firm. Sustained success comes from constant up-skilling of all partners and staff. We would recommend that several of your team attend this program so that your firm can drive the improvement process at best practice pace.

## 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:

- › Legal benchmarking and performance consulting
- › Management workshops for both public and private sectors
- › 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

### AUCKLAND

Monday, 7 December 2015 Auckland CBD

### SYDNEY

Wednesday, 9 December 2015 Sydney CBD

### MELBOURNE

Friday, 11 December 2015 Melbourne CBD

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### TIME

Sessions run from 9am to 5pm.

Coffee served from 8:30am.

## THE PROGRAMME

### SESSION 1

#### THE CURRENT MARKET

- › Market snapshot
- › Replicable strategies from better performing firms
- › Building a winning culture
- › Management structures that encourage innovation and drive change

### SESSION 2

#### PEOPLE AND PERFORMANCE

- › Systems to maximise performance and minimize attrition
- › Successful retention strategies
- › Partner / Director performance
- › Introducing new partners
- › Managing Partner / Director performance and compensation
- › Managing Partner exits

### SESSION 3

#### FINANCIAL MATTERS STILL MATTER

- › Driving client centric financial performance
- › Managing expectation, monitoring and reward
- › What good work group leadership looks like
- › Pricing issues explored

### SESSION 4

#### PLANNING TO THRIVE IN A DIGITAL AGE

- › Strategic planning in a time of uncertainty
- › Digital disruption and 'new law'
- › New opportunities in a new economy
- › Change implementation



# 3 EASY WAYS TO REGISTER

## FAX COMPLETED FORM

TO AUS +61 2 8188 7506  
NZ +64 9 887 0916

## BOOK ONLINE

at [www.fmrc.com.au](http://www.fmrc.com.au)

## PHONE US

AUS +61 2 9262 3377  
NZ +64 9 887 0915

## REGISTRATION AND TAX INVOICE

### PLEASE REGISTER ME IN THE FOLLOWING WORKSHOP:

- AUCKLAND  
Mon, 7 December 2015
- SYDNEY  
Wed, 9 December 2015
- MELBOURNE  
Fri, 11 December 2015

### 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 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 for Practice Management and Business Skills.

### PERSONAL DETAILS

Name of your firm .....

Mr  Mrs  Miss  Ms

First name ..... Last name .....

Postal address .....

Suburb ..... 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 USE PARTICIPANT SURNAME AND COMPANY NAME AND/OR ORDER NUMBER AS REFERENCE AND 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

#### TRANSFER, CANCELLATION AND REFUNDS

FMRC reserves the right to cancel workshops due to insufficient registrations. We recognise that busy practitioners lead busy lives. Should you wish to transfer your enrolment to a future course we will facilitate this at no charge. If your circumstances change and you wish to cancel your enrolment prior to the commencement of the course, we will refund any fees paid. Registrations cancelled within one week of a workshop incur an administration charge.

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