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NSW PRACTICE Management Course

A practice management course to meet the requirements of the Law Society of New South Wales.

2019

“Excellent content. Very practical, useful and extremely relevant.”

Why choose the FMRC practice management course?

ABOUT THE COURSE

The FMRC Practice Management Course is designed by industry experts to help you meet the requirements of the Law Society of New South Wales to satisfy the removal of Condition 3 from a practising certificate. Since 1989 FMRC has conducted these courses. For the past 30 years we have specialised in research, strategy and management training and advice to law firms. We are a major centre for legal practice management training. Participants enjoy the results of our research and consulting activities. They receive empirical, substantive advice rather than anecdotal, theoretical advice.

“ Very enjoyable and useful. Well-structured and thought out. Highly recommend FMRC. Felt supported in the event.
– Sole Principal / ILP May 2018

Enjoyed the program thoroughly. Well-structured to break up sometimes difficult and mundane topics. Very informative.
– Large Principals Mar 2018

Very relatable and current course run by FMRC. I've taken a lot away from how I am going to plan my future at my firm.
– Small Principals Feb 2018

Overall I found the course very informative and a great source of information for people to see how firms run as a complete picture and not just providing legal services. Thank you.
– Small Principals Nov 2017

Best course I've ever done. Great presenters, straight to the point, practical, knowledgeable and highly engaging.
– Corp & Govt Sept 2017 ”

✈️ FASTEST COURSE

The FMRC course is unique in that it does not require any prereading. Our course lets you cover everything in the three consecutive days at a face to face workshop.

★ 25 YEAR EXPERIENCE

Having conducted the Practice Management Course for more than 25 years we have ironed out all the wrinkles – we make it easy for you from start to finish.

💬 BEST REPUTATION

FMRC was the first organisation to be accredited to provide the Practice Management Course with more than 6,000 practitioners completing the course since 1989.

👥 INDUSTRY EXPERTS

All our presenters are known as industry experts in their field. Most have an international reputation in the legal profession and are sought after consultants and advisors.

A COURSE SPECIFIC TO YOUR NEEDS

Sole Principals / Incorporated Legal Practice

Learn the systems essential for running a successful sole practice. This highly practical course provides you with the skill set necessary to achieve your aims.

Small Firms / 2 – 34 Principals

This program focuses on increasing the managerial skill set of new and aspiring partners. You will know how to contribute effectively to the partnership from a fee generation and business management perspective.

Corporate & Government Solicitors

This course tailors the Law Society's key curriculum to relate specifically to in-house counsel, both corporate and government. A special feature of the course is the Open Forum.

Large Firms / 35+ Principals

You will examine the strategic management issues relevant to new partners of Australia's largest legal firms. A separate program has been devised for this course.

OUR PROGRAM

DAY 1

- › Introduction to Practice Management
- › Financial Mechanics of a Legal Practice
- › Managing Profitability and Cash Flow
- › Tax and Accounting for Legal Practices
- › Ethics

DAY 2

- › Trust Accounting
- › Practice Management Systems and IT
- › Stress Management
- › People Management and Leadership
- › Pricing Legal Services

DAY 3

- › Risk Management and Compliance
- › Business Development and Marketing
- › Partnership Management Issues
- › Strategic and Business Planning

VENUE

All programmes will be conducted in the Sydney CBD.

ACCREDITATION

One of the requirements of The Law Society of New South Wales to satisfy the removal of Condition 3 from a practising certificate.

SATISFACTORY COMPLETION

Satisfactory completion of the course requires prompt attendance at all sessions. Should circumstances preclude attendance at any session, delegates are able to complete these sessions at a future course.

MCLE

These tax deductible courses enable attendees to claim 10 MCLE points.

WORKSHOP FEE

\$1,600 for Sole Principals / Incorporated Legal Practices
\$1,600 for Small Firms / 2-34 Principals
\$1,750 for Corporate and Government Solicitors
\$2,000 for Large firms / 35+ Principals

** All courses are GST free. Fee covers tuition, manual and meals.

COURSE DATES

SOLE PRINCIPALS / INCORPORATED LEGAL PRACTICE

Jan 30th 2019 8:30am	Feb 1st 2019 6:00pm
May 8th 2019 8:30am	May 10th 2019 6:00pm
July 24th 2019 8:30am	July 26th 2019 6:00pm
Oct 16th 2019 8:30am	Oct 18th 2019 6:00pm

SMALL FIRMS / 2 – 34 PRINCIPALS

Feb 27th 2019 8:30am	Mar 1 2019 6:00pm
May 22nd 2019 8:30am	May 24th 2019 6:00pm
Aug 21st 2019 8:30am	Aug 23rd 2019 6:00pm
Nov 6th 2019 8:30am	Nov 8th 2019 6:00pm

CORPORATE & GOVERNMENT SOLICITORS

Feb 6th 2019 8:30am	Feb 8th 2019 6:00pm
Sep 18th 2019 8:30am	Sep 20th 2019 6:00pm

LARGE FIRMS / 35+ PRINCIPALS

Mar 27th 2019 8:30am	Mar 29th 2019 6:00pm
Jun 19th 2019 8:30am	Jun 21st 2019 6:00pm

PRESENTERS

SAM COUPLAND

FMRC

Sam's client facing roles span direct consulting and management training. In any one year he would be engaged by 50+ firms to assist with strategic planning, partner compensation, equity valuation and succession related issues. With industry experience gained since 1999 and the capacity to draw on the many resources of FMRC, Sam has developed unique insights into the workings of a wide range of firms. Sam is considered the foremost authority on law firm valuations having developed a robust valuation methodology and values more than 20 firms each year. Prior to joining FMRC Sam worked at Ernst & Young for four years followed by a stint in London conducting due diligence on businesses listing on the London Stock Exchange. Sam is a Director at FMRC and a Principal at Edge International.

MARINA REID WILSON

Reid Wilson Consulting

Marina is a registered psychologist, working as a coach, consultant and facilitator for lawyers and other professionals, focusing on enhancing performance and well-being. Her stress management workshops aim to assist participants to recognise their personal triggers and implement effective strategies to minimise the negative impact of stress.

RONWYN NORTH

Streeton Consulting

Ronwyn is a risk, ethics and practice management consultant with clients in all sectors of the legal profession. She is co-author of a ground breaking study into how lawyers get sued and an award winning risk educator. With experience also as a law firm principal and quality systems evaluator, Ronwyn is well placed to help participants learn how to meet the challenges of legal practice.

JOHN MITCHELL

Mansfield Partners Tax and Business Advisory

John Mitchell is an accountant who completes external examinations for Mansfield Partners Accounting Tax and Business Advisory. John was previously the Chief Trust Account Investigator and Supervisor at The Law Society of NSW. He has over 40 years' experience in trust accounting and investigations.

DR NEIL OAKES

FMRC

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.

ANDREW CHEN

Senior Partner Crowe Horwath

Andrew is a Senior Partner and leads the Professional Practice Advisory Services of the firm. A Chartered Accountant providing taxation, accounting and advisory services specialising in advising partners, boutique and top tier law firms on firm structures, remuneration models, improving financial outcomes and tax effective planning for them and their client's businesses. Andrew also regularly lectures and writes on financial and taxation matters for the Legal sector.

JASON ELIAS

Elias Recruitment

Jason Elias brings almost 20 years experience in the legal recruitment market. Withan Arts (Asian Studies) and Law Degree from UNSW, Jason was admitted as a legal practitioner in NSW in 1997 and after working as an Associate at Baker McKenzie moved into recruitment. He started his business Elias Recruitment in 2000 and has consultants in Sydney, Melbourne, Brisbane and Newcastle. He focuses on matching lawyers with the right firms, inhouse legal teams and not for profit organisations. He is a Fellow of peak industry body the RCSA and currently serves as Secretary/Treasurer of NPWorldwide- the world's largest recruitment network.

SUE-ELLA PRODONOVICH

Prodonovich Advisory

Sue-Ella brings more than 20 years of senior level experience in winning and growing business. During this time her roles have included Director of Marketing with Arthur Anderson, Director of Marketing and Business Development with Baker & McKenzie, senior Consultant with Rogen SI, business owner of PTB Consulting, and Partner of Crowe Horwath. Sue-Ella has a particular interest in client feedback programs and business development coaching.

MARKUS HUGENSCHMIDT

The Benchmarking Group

Markus has 20+ years of experience in the information and communication technology sector. He is the Managing Director at The Benchmarking Group, who provides ICT services to 100s of businesses Australia wide since 2006. The integration of SME business benchmark data as an offering in 2012 delivered an in-depth understanding of how technology can assist business to grow while keeping digital assets secured. He consults to law firms in the areas of communication, data and access security, licencing and architecture as well as digital transformation.

JANICE PURVIS

LawCover

Janice Purvis is a Risk Services Manager with LawCover. Janice has worked as an Investigations Solicitor with the Professional Standards Department of the Law Society of NSW. She has investigated complaints made to the Office of the Legal Services Commissioner and worked in conjunction with Receivers, Managers and Investigators appointed to solicitors' practices. Janice also worked as an Ethics Solicitor at the Law Society, providing advice to the profession

JACQUI GILLIGAN

Senior Manager Crowe Horwath

Jacqui is a senior manager at Crowe Horwath, who has over 10 years experience providing tax and accounting services to professionals, small business and large practices. Expertise include establishing new business structures; advising and assisting firms with financial management, tax and accounting compliance, tax planning and cash flow forecasting. She is a member of the Chartered Accountants Australia and New Zealand, and regularly presents on financial and taxation matters for the legal sector.

FMRC — LEADING THE WAY IN LAW FIRM MANAGEMENT

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