



The Law Society

Law Management Section Annual Conference 2009

Wednesday 29 April 2009
Waldorf Hilton Hotel, Aldwych, London

5.5 CPD hours

**Keynote Plenary:
'Rethinking legal services'**

Professor Richard Susskind - Author and Independent Adviser
Professor Stephen Mayson - Director of the Legal Services Policy Institute
at the College of Law

Topics include:
Key financial issues
Restructuring for the future
New regulatory framework

law management



Sponsored by:

moneypenny penny logo icon" data-bbox="925 938 948 958"/>



The Law Society

Message from the Chair, LMS - Nigel Haddon

This is the Law Management Section's 11th Annual Conference, and the first to be held against a recessionary background. While the issues of the day for leaders of law firms certainly include financial management in trying times, the conference will not be wholly devoted to such matters.

We have assembled a stellar cast of speakers to talk on subjects such as external investment in Law Firms, LDPs and restructuring for the future. The conference will also feature our popular panel and break-out sessions. We all have to plan for life after the recession, as well as steering our firms through it.

I hope that Managing Partners and Finance Directors will recognize the value to be had from attending this flagship event, and I look forward to meeting as many of you as possible on the day.

About the section

The Law Management Section is a representative membership association of the Law Society. Established in 1998, it provides best practice information and support on the full range of practice management disciplines.

An executive committee is responsible for developing the future strategy of the Section and enhancing the services it offers members. The committee is guided by the LMS constitution.

The Section offers a comprehensive range of products and services, including Managing for Success quarterly magazine up to eight hours' free CPD each year.

Regular law management e-alert and national CPD accredited events programme covering all management disciplines.

Chairman

Nigel Haddon is managing partner of SAS Daniels LLP, a five-office firm in the North West with 130 staff. He has steered the firm through two mergers since 2005 to its position as Cheshire's leading full service law firm. Nigel attended the Leading Professional Service Firms course at Harvard Business School in June 2007, and in December 2008 was elected Chair of the Law Management Section. Nigel's aim as Chair is to build on the success of LMS over the past 10 years and place leadership, planning and strategy at the centre of the Section's activities. Nigel contributed two chapters to the LMS Merger Toolkit, is a construction lawyer and a practicing arbitrator.

Plenary Speakers

Professor Richard Susskind

Professor Richard Susskind OBE specialises in the future of legal services. He is an independent adviser to major professional firms and to national governments. Since 1998, he has been IT Adviser to the Lord Chief Justice of England and Wales. He has been invited to speak in over 40 countries. He has written numerous books, including *The Future of Law* (OUP, 1996), *Transforming the Law* (OUP, 2000), and *The End of Lawyers?* (OUP, 2008), and over 100 columns for *The Times*. He obtained his doctorate in computers and law from Balliol College, Oxford.

Professor Stephen Mayson

Professor Stephen Mayson is director of the Legal Services Policy Institute at the College of Law. He was previously director of the Centre for Law Firm Management at Nottingham Law School. A senior fellow in the Faculty of Law at the University of Melbourne, he holds a doctorate in law firm valuation and has authored a number of books on law firm strategy.

Other speaker biographies can be found by visiting our website www.lawsociety.org.uk/lawmanagement and clicking on 'Events'.



Law Management Section Annual Conference Programme

9.00 - 9.30	Registration, exhibition and networking
9.30 - 9.40	Introduction - Event Chair Nigel Haddon, Managing Partner - SAS Daniels LLP
9.40 - 11.10	Keynote Plenary - 'Rethinking legal services' Professor Stephen Mayson - Director of the Legal Services Policy Institute at the College of Law <ul style="list-style-type: none"> • One more time: what do we mean by 'external' investment? • Supply and demand of external investment: who has the money, who wants it, and why? • Regulatory challenges on the road to external investment: issues to be resolved. Professor Richard Susskind - Author and Independent Adviser <ul style="list-style-type: none"> • Clients and the new legal market • The path towards commoditisation • The next wave of information technologies • The new shape of law firms Q&A
11.10 - 11.40	Coffee Break
11.40 - 12.40	Panel session - Key Financial Issues Andrew Otterburn, Management Consultant - Otterburn Legal Consulting Hilary Meredith, Senior Partner - Hilary Meredith Solicitors George Bull, Head of Tax - Baker Tilly William Arthur, Partner - Kerma Partners
12.40 - 12.50	Law Management Section Annual General Meeting 2009
12.50 - 13.50	Lunch & exhibition
13.50 - 14.35	Break out session 1 - (chose one of three) Topics: <div style="background-color: #e0f0e0; padding: 10px; margin-top: 10px;"> <p>"All change? The end of the statutory disciplinary, dismissal and grievance procedures" Alison Downie, Head of Employment - Goodman Derrick LLP</p> <ul style="list-style-type: none"> • Current regime summary • Changes - from 6th April 2009 • ACAS new statutory Code of Practice on discipline and grievance and the ACAS Guide • Practical effect and good practice points <p>Equality & Diversity Jane Masey, HR Policy & Diversity Manager - Allen & Overy LLP</p> <ul style="list-style-type: none"> • Why diversity is important • What you can do in practice • Focus on broadening access within the legal sector <p>Data Protection: Problems, Pitfalls and Policies Kevin Rogers, Senior Lecturer - School of Law, University of Hertfordshire.</p> <ul style="list-style-type: none"> • What lessons can be learnt from recent data security breaches? • The importance and coverage of the Data Protection Practice Note. • Future trends and developments in data protection. </div>
14.40 - 15.25	Break out session 2 - (chose one of three) Topics as previous break out session
15.25 - 15.55	Coffee break
15.55 - 16.30	LDPS and entity based regulation Chris Kenny, Chief Executive - Legal Services Board <ul style="list-style-type: none"> • What the Legal Services Act means for regulators • What the Legal Services Act means for law firms • What the Legal Services Act means for consumers • How the Legal Services Board will implement Alternative Business Structures • And areas where you should influence the Board
16.30 - 17.15	Restructuring for the future Alan Hodgart, Consultant - H4 Partners
17.15 - 17.30	Conference round up and close
17.30	Drinks reception and networking

Registration form

Law Management Section Annual Conference 2009

To Register for this event, please complete the form below in CAPITAL LETTERS and photocopy for any additional delegates before returning to: Law Management Section, The Law Society, 113 Chancery Lane, London WC2A 1PL (DX: 56 London/Chancery Lane).
Tel: 020 7316 5707 Fax: 020 7316 5775 Email: lawmanagementsection@lawsociety.org.uk
Alternatively, book online at www.lawsociety.org.uk/lawmanagement

Title: _____

First Name: _____ Surname: _____

Job Title: _____ Organisation: _____

Address: _____

Postcode: _____ DX: _____

Telephone: _____ Email Address: _____

Access/dietary requirements: _____

Please note that we may not be able to cater for any requirements that are not notified to us at least 10 working days before the event and a supplement may be payable for special dietary requests.

Registration fee

Please tick a corresponding box and make cheques payable to **The Law Society**:

Law Management Section member: £260 + VAT = **£299** Membership Number: _____

Non-member: £360 + VAT = **£414**
(includes introductory membership to the Law Management Section until January 2010, worth £147 + VAT)

Additional delegate from the same firm: £175 + VAT = **£201.25**

Breakout sessions

Each session has a limited number of places. Delegates will be able to attend two of the three sessions. Please indicate your order of preference below by ranking each session option from one to three, with one being the highest/most preferred. Places will be offered on a first come, first served basis.

- HR grievances
 Equality & Diversity
 Data Protection

Non-members

To obtain introductory membership to the Law Management Section until January 2010, (worth £147 + VAT) please complete the following:

Type of practice:

- Legal sole practitioner
 2-4 partner firm
 5-10 partner firm
 11-19 partner firm
 20 plus partner firm
 Local government
 Academic
 Other (please specify)

Areas of interest

- Client care
 Finance
 Franchise for legal aid
Information
 Technology
 Marketing
 Personal/Human
Resources
 Practice management
standards
 Quality Training
 Other (please specify)

Role (select one):

- Administrator
 Chief executive
Director
 Executive committee
member Head of
department
 Managing partner
 Partner with specialist
responsibility
 Practice manager
 Senior partner
 Support staff member
 Other (please specify)

Panel discussion

Delegates are encouraged to register their questions or preferred topics for the panel discussion below.

Terms and Conditions

1. Event documentation will be distributed on the day.
2. The Law Society reserves the right to amend or cancel this event. Should the event be cancelled a full refund of the registration fee will be made. The Law Society can accept no further liability if the event is cancelled, including no liability for any expenses incurred as a result of cancellation.
3. If you have any special dietary requirements you must give us written notice at least 10 working days before the event and a supplement may be payable for special dietary requests.
4. Full payment is required unless you give written notice of cancellation at least 10 working days before the event, in which case you will be refunded the registration fee less an administration charge of £25 + VAT.
5. You may substitute a colleague without charge, provided s/he has the same fee rights and you confirm in writing who the substitute will be before the day of the event.
6. The delegate and the firm/organisation are jointly and severally liable for payment of the fees due.
7. The Law Society can accept no liability for any loss suffered by any person acting or refraining from action as a result of the material delivered during or in connection with the event.
8. Acceptance by the Law Society of your booking will give rise to a legally binding contract between us on these terms and conditions.