



The Future Shape of the Legal Services Market

Opportunities for Banks, Insurers & Major Brands

Tuesday 14th September 2010

The Law Society, 113 Chancery Lane, London, WC2A 1PL

Hosted by:



Guest speakers:



Introduction

“Legal services reform is about putting the customer first in the way legal services are regulated and delivered, providing a framework that promotes competition and innovation”.

(from the Ministry of Justice website, February 2010)

The Legal Services Act is reforming the way legal services in England and Wales are regulated. It actively encourages greater competition and innovation in the delivery of legal services, opening the door for organisations outside the legal sector to enter the market. Banks, insurers and major brands in particular, can benefit from the opportunities afforded by the regulation to offer new, value-added services to their existing product portfolios.

This seminar brings together experts in legal, insurance and banking services plus the regulation, to inform delegates about the changing shape of the legal services market and offer some practical ways in which to exploit the opportunities these changes present.

Who should attend? Directors and managers from product development, marketing strategy, business development, customer acquisition and retention and research and development

Programme

13:30	<i>Registration</i>
14:00	The legal services market: why your organisation should be thinking about it Richard Cohen, Solicitor & Chairman, Epoq Legal
14:15	The future shape of legal services regulation Chris Kenny, Chief Executive, Legal Services Board
14:35	If ABSs are the answer, what's the question? Professor Stephen Mayson, Director, Legal Services Institute
15:05	Opportunity knocks? John Muncey, Head of Mentor Services, Royal Bank of Scotland
15:25	<i>Tea break</i>
15:45	How law firms & major brands can work together to deliver legal services Tim Oliver, Managing Partner, Plexus Law
16:05	Filling the assistance gap in legal services Shirley Woolham, Divisional Director, Personal & Commercial Protection Division, CPP
16:25	Conclusions & questions for the panel Professor Stephen Mayson, Director Legal Services Institute
17:00	<i>Seminar Closes</i>

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