

# Business Skills

Business Skills for Lawyers • Radisson Blu, Glasgow  
Stephen Vallance, Alasdair Thomson • April 23rd

PURSUE  EXCELLENCE

## Partners of Tomorrow – Business Skills for Lawyers

This half day session is designed for solicitors from Trainee to Salaried Partner level looking to develop their managerial and business skills. Ideal for practices wishing to develop and retain key fee earners as well as solicitors looking to gain a wider understanding of the business of law.

The half day course will focus on 3 key areas of personal development:-

**Your Self:** Time management, organisational skills and building personal resilience

In today's busy world is there ever enough time and how do you work out what to do first? This session will give some simple guidance on how to get the most out of a day and how to finish it with a smile.

**Your People:** Delegation and Team Working

Our people are our greatest resource but managing them is a skill in itself. We will look at how to build and be part of a dynamic team, how to delegate and how to give and receive feedback.

**Your Business:** Marketing, finance and social media

The modern lawyer requires understanding of not only the law but also the business of law. This part of the programme will look at adding value to your business whether through client acquisition, service development or transaction processing.

[Book Now →](#)

### At a glance

£180+VAT; 3hrs CPD

2–5pm

April 23rd

Glasgow

Radisson Blu

## Materials

Once delegates book the event, you will receive confirmation of your attendance, and a follow-up reminder email shortly before the event.

At the event, delegates will receive a comprehensive handbook covering issues raised, including any presentation material. The handbook will be provided hard copy, and these materials will be available to purchase after the event for those unable to attend.

*The event begins at 2pm. Delegate registration is open from 1:30pm*



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## The Speakers



**Stephen  
Vallance**

Stephen has over 30 years' experience of legal practice. A partner previously in several law firms, he successfully sold his own practice in 2008. Stephen currently works within the HM Connect team at Harper Macleod where he is involved in supporting many of Scotland's High Street legal firms.

Stephen has also taught on the Diploma in Legal Practice at both Glasgow and Strathclyde Universities as well as having been a producer and presenter of PEAT 2 seminars. He is the author of several Journal articles, as well as a convener and speaker at Law Society seminars.

He has also been involved in several other projects including on line automation of legal processes, internet and social media marketing and a new business start-up.



**Alasdair  
Thomson**

Alasdair works with law firms to help them thrive in the digital age. This means providing assistance with winning business online, converting enquires in to profitable business and communicating effectively with clients.

A solicitor with over 20 years experience at the coalface, Alasdair was a partner in a successful High Street practice. Since 2005 Alasdair has had a particular interest in creating effective online strategies and the opportunities that the internet provides for the legal sector. This led him to leave full time practice to set up various companies with a focus on online lead generation for the legal sector, along with content creation for legal websites. The first company he created was successfully sold in 2017 and he now largely acts as a consultant to law firms providing external assistance to create digital strategies.

Alasdair is a member of The Law Society of Scotland Technology Law and Practice Committee.

## The venue

The event will take place at the Radisson Blu Hotel in Glasgow. Centrally located, with excellent transport links and car parking facilities, the Radisson have a wealth of experience hosting events.

### Radisson Blu

301 Argyle St  
Glasgow  
G2 8DL

[www.radissonblu.com](http://www.radissonblu.com)

0141 204 3333

## Unable to attend?

If your diary precludes attendance at the event, the course materials will be available for purchase. Please contact us for more information.

### CCPD Training

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