

Professional Development

Time management and secrets of success in legal practice

Stephen Vallance · October 31st · Glasgow

PURSUE  EXCELLENCE

Time management and secrets of success

Success in legal practice, as in most areas of life, is not complicated. It's about doing a lot of little things well, all of the time. Easy to say but in practice much harder to do.

This seminar is aimed both at experienced practitioners looking to improve their business as well as those starting out on their career seeking a real understanding of the business of law.

In the session we will look at the legal marketplace from the ground up and will assist attendees in identifying those areas where they get it right and those where they can improve and will provide some useful tips and tools on how to bridge the gap.

The course will cover amongst other things:-

- An overview of the profession and market trends
- Understanding the value of a client and the cost of client acquisition
- Looking at services from the client's perspective and re-engineering to meet their needs
- Most common client issues and how to deal with them
- Understanding client's pain points and what is in it for them
- Building and maintaining successful teams and creating good working environments.
- Client communication and retention
- Developing new offerings and services within a firm
- Strategic partnerships and how these might be exploited within the legal landscape
- Creative thinking in business development issues

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

[Book Now →](#)

At a glance

£120+VAT
3hrs CPD; 2–5pm
October 31st
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 at the event for those unable to attend.



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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.

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

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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