

The 2014 Management Conference

Wednesday 5th February 2014 9am - 4pm 5 CPD

Add additional delegates
from your firm for only:

Members - £99+VAT
Non-Members £149+VAT

Lunch Included



Venue: Weightmans
100 Old Hall Street
Liverpool
L3 9QJ

9.00 Registration

9.30 **Chair's opening remarks ~ David Lewis**

9.40 **Leadership and management in the 21st Century: New days, New ways ~ Professor Tom Cannon**

- Why has leadership re-emerged as the key to success from investment banking, through the law to social care?
- Are days really that new? Do they need new ways?
- Leadership and management, two sides of the same coin, or totally different?
- The impact of continuous change, and the changing nature of change itself
- Lesson from other environments – from music to sport
- Developing leadership capabilities across organisations – large and small

10.20 **Get Social & Engage ~ Amanda Daniels**

- Why use Social Media?
- Consider your options
- Online state...
- Getting it right FIRST time and the 10 point plan

10.50 Refreshments

11.05 **The importance of robust strategic ambitions for a Legal Firm and how Natwest can support Steve Arundale**

- Access to Finance
- Managing Growth within the Legal Sector

11.35 **Law Firm Succession/Exit Strategies' Peter Taaffe**

- Preparing your practice for sale – maximising the valuation, consideration of goodwill & WIP, necessity of run-off cover
- Advantages and disadvantages of the different exit routes and how to ensure successful succession planning

12.05 **Education Risks ~ Jane Jarman**

- What does O7.6 mean?
- Designing an appropriate training programme
- Collecting evidence of Compliance with educational outcomes and analysis of data
- The LETR Report
- Changes to CPD - move from hours to outcome (the CILEX CPD changes: September 2013)

12.45 Lunch

1.45 **Finding Talent ~ Louisa Hill**

- Recruiting in a changing market
- Understanding what makes candidates tick
- Adopting smarter recruitment strategies
- Retaining your best talent

2.05 **Talent Development from 8 year old to World Star Ray Hall**

- The importance of creating the "right environment" to allow talent to be nurtured
- The factors affecting the creation of that environment

2.25 **World Class Apprenticeships- Good for Business Mary Smyth**

- What is an Apprenticeship?
- Structure to Apprenticeships
- Value of Apprenticeships to employers
- What are the costs?
- Apprenticeship roles in the business sector
- NAS Employer Service – what you can expect
- Grant information
- Success Stories

2.45 Refreshments

3.00 **Strategy: Tools & Tips ~ David Lewis**

- Using management tools and models – when and why
- Making them work for you
- 5 practical models illustrated
- Taking the next step – acting upon the results

3.30 **IFB: opportunities for Law firms ~ Julie Simms & Max Steinberg OBE**

- General overview of the Festival
- An overview of the Professional and Financial Services thematic
- Why and how attendees should get involved

3.50 **Chair summary session & close ~ David Lewis**

Members £199
Non-Members £249

This event is free to CPD season ticket holders

Speakers

Professor Tom Cannon is Professor of Strategic Development at the University of Liverpool Management School. Tom's career is unusual in embracing the public and private sectors, academe and new ventures. He holds Visiting Professorships in Britain, the USA and Asia and non-executive Directorships in several UK companies. Earlier he was Director of Manchester Business School (MBS). On leaving Manchester, Tom was Chief Executive of the Management Charter Initiative and subsequently the Management and Enterprise National Training Organisation.

Amanda Daniels owns and works for Koogar, which is a digital marketing company which specializes in website design and development. Amanda works with her partner Andy, currently from a home office and the company has been running full time for 9 months, but in total 3 years. Before Amanda set up her own business, she was a web designer of 7 years. This involved her being part of a team where she was produced insurance websites, working with big clients such as HSBC.

Ray Hall was born and bred in the North West and was a former teacher (B.Ed) and Lecturer in Physical Education. He was Senior Football Association Coach and former Academy Manager at Everton Football Club with expertise in all aspects of Elite Player and Coach Development. Ray is presently a Football Consultant and an Ambassador for Everton Football Club.

Louisa Hill trained in London with Barlow Lyde & Gilbert, qualifying as a Solicitor in 2005. She then relocated to the North West, working for Addleshaw Goddard and Hill Dickinson in both the Manchester and Liverpool offices handling professional indemnity matters. Louisa later moved into legal recruitment, working for a niche legal recruiter in Manchester. She has been at BCL Legal since 2011 and Manages the North West Private Practice team.

Jane Jarman was admitted as a solicitor in 1992 and specialised in professional indemnity litigation before joining NLS in 2003 as a senior lecturer and now Reader. Jane specialises in professional regulation, ethics and risk management and designed the compulsory Risk Management Education Programme for the Law Society of Hong Kong and writes on professional regulation, compliance and risk management and is a contributing author of the SRA's CPD Review (2011).

David Lewis is the Regional Office Head at Weightmans LLP, Liverpool. He qualified in 1987 and was made a partner in 1992. After qualification he spent many years handling both civil and criminal litigation for insurers and their policyholders, but became a founder member of firm's dedicated Regulatory Services Unit in 2004 and has been a dedicated regulatory lawyer since then. David is best known for his work defending organisations and individuals facing investigation and prosecution for offences including corporate manslaughter, gross negligence manslaughter and breaches of health and safety legislation.

Julie Simms is a Partner in DWF Liverpool 's Real Estate team. She trained and qualified in Liverpool and has over 10 years' experience covering a full range of real estate work. Julie specialises in property development (both commercial and residential) including negotiating development agreements, forward funding agreements, grant funding agreements, exclusivity agreements, site assembly or disposal and lettings, advising both public and private sector clients.

Mary Smyth qualified to Masters Degree level, Mary began her career as Quality Operations Manager with the Hastings Hotel Group where she was awarded the 'Young Manager, Aspiring to General Manager' Award by the HCIMA in respect of service provided to VIP clients (e.g. President Clinton, Tony Blair, Dalai Lama). She has since held various management roles in organisations involved with the NHS, Police Service and within private sectors, such as retail and training.

Max Steinberg OBE FRSA was appointed to his current post in July 2010. Max has overseen Liverpool's award winning six-month participation in the World EXPO Shanghai 2010, the enhancement of Liverpool Vision's business growth service, the expansion of Liverpool Vision's work in key international markets and the creation of Marketing Liverpool. Max began his career at Liverpool City Council in 1975 before moving to the Housing Corporation where he spent 25 years working in all aspects of housing, eventually becoming Director of Investment and Regeneration North before becoming Chief Executive of Elevate East Lancashire in 2003.

Management Conference Booking Form

Members £199+VAT (£238.80) Non-Members £249+VAT (£298.80)

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