

# COMING OUT OF RECESSION

*A Half Day Conference for Solicitors*

*3 hours CPD - Dates Throughout November*

**A half day conference for Solicitors in private practice which will ask serious questions about life in the legal services market after the worst economic downturn in the last 50 years and will seek to provide some answers and solutions to the challenges that lie ahead.**

The institutional moves into the legal services market have already begun and will, following the end of the recession, accelerate rapidly. Online document assembly software covers many areas of law and is no longer “just about wills” .

Even the SME market is threatened - with documentation ranging from compromise agreements and Terms and Conditions through to Partnership Agreements being available online at a fraction of the cost normally charged by Solicitors.

“It’s not great work anyway” some firms will say - as they decide to focus on the bespoke legal work that charges out at a decent hourly rate. This is, however, only a short term solution in the face of change.

Client expectations and buying behaviour **are** changing. The Institutions have recognised this and are already forming panels to whom they will refer “bespoke” work - and in due course they will start to acquire stakes in such firms.

Like it or not, our market place is changing and firms need to build new strategies for survival and growth in this new world order.

***Come and hear some answers from top authorities in this field***



**You’ve survived the recession, but what now?**

How will firms be competing for the increased business as the economy improves?

Can the small firms survive or will it only be “big is beautiful”?

Mergers and Acquisitions – how do you get it right?

What are the institutions doing about commoditised legal services? – Will it matter?

How can we compete effectively in the rapidly growing market for online legal services

***Our response to the developing legal market is to invite law firms to participate in a new organisation which will enable them to offer, under a national brand, a range of online “commoditised” legal services to both corporate and private clients.***

***We are launching this new project via this series of conferences.***

***This is your opportunity to join this major new initiative as a founder member.***



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DATE	VENUE (city centre)
Tuesday, 10 November (2pm)	Birmingham
Thursday, 12 November (2pm)	Bristol
Friday, 13 November (10am)	Southampton
Monday, 16 November (2pm)	Manchester
Friday 20 November (10am)	London

## SPEAKERS

### Richard Berenson

Solicitor, Chairman of Lawgroup UK and founder of The National Solicitors' Network

### Richard Cohen \*

Solicitor and Joint CEO of EPOQ  
Developer of Software Delivery Systems for Online Commoditised Legal Services

*\* or, for some venues, another speaker from EPOQ*

### Peter Scott

Solicitor, Consultant, former managing partner of Eversheds London and European Offices

## COST

£95+VAT per delegate

## BOOKING FORM

Firm	
Attendee (1)	
Attendee (2)	
Postal Address	
DX Address	
Booking Contact	
Phone	
Email	
Conference Venue	

Please return this form, together with your cheque made payable to Lawgroup for £95+VAT (£109.25) per delegate to:

**LawGroup UK,**  
1 Shorrols Road, London, SW6 7TR  
DX 153980 Fulham 3.

A VAT invoice, together with confirmation of venue and joining instructions, will be forwarded to you.

