



Annual Conference 2018
Current issues, trends and challenges facing Irish Law Firms...
How to future-proof your firm while maintaining
a motivated and positive culture.

This half-day event, brought to you by Outsource, will provide you with a unique opportunity to discuss common challenges, share experiences and hear the latest thinking on the Irish legal market. The conference will focus on some of the key topics for solicitors in practice in 2018.

Irish law firms continue to experience both opportunities and new challenges in 2018.

Volumes have improved, expenses are creeping upwards and cashflow and profit margins remain under pressure. There is a feeling of running faster to stand still, leading to increased stress and pressure on owners, solicitors and support staff. Non-chargeable time continues to increase as attention to professional standards, threats from cyber-crime and GDPR all eat into fee earning time. Owners and employees are becoming increasingly aware of pension gaps and having appropriate protection insurances in place. 'Soft' factors, such as Workplace Wellness, have become a critical for retention in difficult employment markets.

How can Irish law firms look for new ways to deliver services in a more efficient manner, attract new clients, improve profitability and provide a better experience for clients and staff alike?

Hear the experts share their insights into critical success factors and the actions you can implement to keep your firm competitive.

Event Details:

- Dublin: The Davenport Hotel – Friday 5th Oct 2017 9.00am to 1.00pm
- Cork: The Imperial Hotel – Wednesday 10th Oct 2017 9:00am to 1:00pm
- Limerick: The Savoy Hotel – Thursday 11th Oct 2017 9.00am to 1.00pm
- Galway: The Courthouse – Friday 12th Oct 2017 2.00pm to 6.00pm
- Carrick on Shannon: The Landmark Hotel – Wednesday 17th October 2 – 6pm
- Dublin: The Davenport Hotel – Monday 22nd Oct 2017 9.00am to 1.00pm
- Kilkenny: Hotel Kilkenny – Wednesday 24th Oct 2017 9.00am to 1.00pm

- **Duration:** 4 hours with CPD Credit of 6 hours (3 Management and professional development & 3 Regulatory including free online 1 hour covering both Anti-Money Laundering and Solicitors Accounts Regulations)

Who will benefit?

This seminar is suited to any Partner, Solicitor, or Practice Manager eager to learn more about building a law firm, market developments, and ensuring the firm and individuals within it thrive.



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Speakers:

- David Rowe - Founder, Outsource
- Monica Haughey – Psychotherapist & Consultant
- Donal Maher – Director, Outsource
- O’Leary Insurance Group – Regional PII Director – Cybercrime Expert
- Ronan Goggin – Head of Life and Pension, O’Leary Insurance Group.

What will you learn?

Each session promises to be practical and address day-to-day challenges, opportunities and long-term objectives.

- How the legal market has changed in terms of profitability, pricing and work areas in the past 12 months.
- How to make profits when fees are tight and overheads are rising.
- Cash flow management – how to fund your firm through a stable model.
- Succession planning – The 5 core issues that makes or breaks the admission or new partners or solo old firms.
- Solicitors PII renewal 2018 – what to expect and how to pitch your firm.
- PII / Cyber / Data Protection – What cover is available and the interaction between the policies.
- GDPR – Post go-live, where do we stand now?
- Trends in buying, selling, and merging practices.
- Partnership Insurance/Income Protection – what is necessary and cost effective.
- Pensions, Permanent Health Insurance and Life Assurance for Partners and employees – what you need to have in place.
- Managing Profitability – where to spend, where to save.
- What is Workplace wellness? Signs of stress – self and others.
- Ways to manage stress and promote a supportive work culture.
- Difficult conversations – some tips.
- Building a resilient team.
- Can we improve work – life balance and still maintain profitability?

Don't miss this opportunity to take part in a unique practice management forum which promises to provide the essentials on what partners, solicitors and practice managers need to know to equip their firms for the coming years.

To reserve you place, please complete the form below.

About Outsource

Outsource is Ireland’s leading specialist Business Advisory Firm for law firms. Outsource advises large numbers of successful firms on issues such as strategy, profitability, acquiring or selling a practice, mergers and business growth.



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BOOKING FORM

Take advantage of our discounted rates for multiple bookings.

Price

One delegate €125

2 delegates from the same firm €220

3 delegates from the same firm €295

4 delegates from the same firm €360

The above pricing includes 2 free hours on AML and Solicitors Accounts Regulation.

To book a place please enclose a cheque made payable to Outsource RM Ltd

Firm Name: _____

Attendee(s): _____

Phone/Email: _____

Please indicate which of the following venues you would like to attend:

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Please return this completed booking form with the appropriate fee to:

Outsource, Hambelden House, 19 – 26 Lower Pembroke Street, Dublin 2

Ph: 353 1 6788490 / Fax: 353 1 6788491

Email: reception@outsource-finance.com



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