

Current Market conditions

The new competition

Build your strategy now...before its too late - Defining your strategy

Restructuring the practice

Strategic considerations for growth - Law firm finance

People will pay a premium for great service - Value for money / not good but great service - Pricing

Growth by merger

ABS

Outsource if you cant find them - Finding the skills to manage change

Keeping your eyes open - Diverification strategy

Using peiple wisely / de-skilling your workforce

Using OFR as a Growth Strategy - Comply or die

The principles of lean management

Viv Williams
Survival of the modern law firm ^M

Forcing costs out

400 - 500 firms cant get PI cover