**Legal Sector Advisors & Suppliers+2 (LSAS+2) Conference**

It’s an extension of the LSAS conference that we successfully ran in 2017, 2018 & 2019.

**Who?**

An **invitation only** conference open to suppliers of technology, goods & services to the U.K. legal sector who are prepared to stump up and pay for two of their clients to attend with them. 20 suppliers each bringing two guests.

**Why?**

1) Cross-selling 2) Bonding with your best clients in a learning and social environment.   
The aim is to spend an evening & day building those crucial networks within the industry and perhaps find a new client.

**When?**

TBC

Conference daytime on either a Tuesday, Wednesday or Thursday

Dinner the evening after the conference.

**Where?**

Ardencote, The Cumsey, Lye Green Road, Claverdon, Warwick, CV35 8LT. A four-star hotel (or somewhere else depending on availability).

Depends on the cost you are prepared to pay

**What?**

The idea is that in the morning the suppliers spend the time together and the law firms the same. David Gilroy will chair the law firm room and we’ll get a lawyer to do the same for the suppliers.

Then we have two options

**Option 1 :** Follow the same format as LSAS. Once you have booked your slot and confirmed your guests, each supplier/law firm will be invited to submit a talk that you would like to deliver to your respective audience. Once all the talks have been submitted everyone who is coming will be invited to vote on which speakers they would like to hear from.

**Option 2 :** Is a facilitated discussion with an overarching theme for each room. A slight logistical challenge is that with 40-50 people in the law firm room the “boardroom” format may not work so well.

After lunch there is a plenary session with each group feeding back to each other. Then we finish the afternoon with a couple of top-notch professional speakers.

The speakers suggested below are just that. Suggestions based on recommendations to me by business contacts who regularly book professional speakers for events.

**Suggested Agenda – Option 2**

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| **Time** | **Session** |
| 09:30 | Registration |
| 09:45 | Introduction |
| 10:15 | Law Firm / Supplier Round Table – Part 1 |
| 11:30 | Break |
| 12:00 | Law Firm / Supplier Round Table – Part 2 |
| 13:00 | Lunch |
| 14:00 | Plenary session with each group feeding back to the other |
| 15:00 | [Malcolm Smith](https://vistage.co.uk/speakers/malcolm-smith) – Negotiation  In this practical and interactive workshop, participants will look at negotiation as a conversation, the six questions to ask in preparing and the four opening rules - as well as other areas. |
| 16:00 | Break |
| 16:30 | [Mark Robb](https://vistage.co.uk/speakers/mark-robb) – Employee Engagement  Employee Engagement Essentials will cover how to create the conditions for success including: what does the research say, 7 Essentials, 6 Myths and The 4 Meta Themes for Engagement. |
| 17:30 | Wrap up |
| 19:00 | Pre-dinner drinks |
| 19:45 | Dinner |

**How Much?**

£1,000 - £1,500 + VAT per supplier depending on the expense of the professional speakers and evening entertainment. A fraction of the cost of something like Alternative Management/IT or Glenlegal (no offence to either of those great events).