

MCCRUM CONSULTING

PRACTICES · PARTNERS · PEOPLE · PROFIT

MCCRUM CONSULTING ANNUAL CONFERENCE: MAC 1

GIVING LAW FIRMS THE INSIDE TRACK

TITLE

Giving law firms the Inside Track in key areas of their business

WHO WILL BENEFIT?

Managing Partners, CEO's, Partners, COLPs, COFAs , Finance Directors, all Team Leaders

VENUE

Dunham Forest Golf & Country Club, Oldfield Lane, Altrincham WA14 4TY

Unlimited parking available

COST

£50 + VAT per person

TIME & DATE

28th February 2019

12.45pm for a 1pm start. Conference ends at 4.45pm

TO RESERVE A PLACE

Email - angie@mccrumandco.com

(We reserve the right to limit places allocated to each firm)

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TIME	SPEAKER	TITLE	AREAS TO BE COVERED
1pm - 1.40pm	Sue Carter - UK Head of Professional Banking, Yorkshire Bank	The Inside Track on: What banks are thinking when they look at a law firm	<ul style="list-style-type: none">• How do banks see the legal sector - friend or foe?• Are overdraft facilities under scrutiny?• Is Brexit making banks jittery?• What makes a bank pull the plug?
1.40 - 2.20pm	Chris Harris - CEO, Lawyer Checker & The Practical Vision Network	The Inside Track on: Protecting your firm from cyber risk	<ul style="list-style-type: none">• What particular risks can be reduced?• What general protections can be put in place?• Will the "cyber" problem reduce?
2.20 - 3.00pm	Jenny Screech - Howden PII brokers	The Inside Track on: What PII insurers think when they look at a law firm	<ul style="list-style-type: none">• Do law firms automatically secure renewals?• The various things that make premiums go up• How can premium increases be minimised?• What makes excesses go up or down?
3.00 - 3.10pm	COFFEE BREAK		
3.10 - 3.50pm	Duane Cornell - Director, Realm Legal Recruitment	The Inside Track on: Why lawyers stay with a firm, leave a firm, or pick up the phone to recruitment agents	<ul style="list-style-type: none">• What makes a lawyer ring an agent?• Is it all about money?• Do lawyers want partnership and equity?• Why do some lawyers say "no" to "big money"?
3.50 - 4.20pm	Simon McCrum - McCrums Consulting	The Inside Track on: Getting more things right than wrong when it comes to running a law firm	<ul style="list-style-type: none">• Things I got right whilst I was a Managing Partner• Things I got wrong• Pulling together all of this, and all that the others speakers have discussed, into an overall model
4.20 - 4.45pm	Panel / Q&A / Discussion	Over to the audience	An open discussion around any issues raised by the audience, and any additional thoughts from any of the speakers