

MCCRUM CONSULTING

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MCCRUM CONSULTING ANNUAL CONFERENCE: MAC 1

GIVING LAW FIRMS THE INSIDE TRACK

WHO WILL BENEFIT?

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

VENUE

The event is kindly being hosted by leading PII brokers, Howden UK Group,
1 Creechurch Place, London EC3A 5AF

TIME & DATE

8th May 2019

12 noon start for buffet lunch with the event itself starting at 1pm
Conference ends at 5pm, but please then join us for drinks kindly sponsored by Money Penny.

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 - 1.35pm	Sue Carter - UK Head of Professional Services sector, Clydesdale 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?
1.35 - 2.10pm	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?
2.10 - 2.45pm	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?
2.45 - 3.10pm	COFFEE BREAK		
3.10 - 3.45pm	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"?
3.45 - 4.05pm	Graham Moore Katchr	The Inside Track on: Financial KPI's and Reporting	<ul style="list-style-type: none">• Do your KPIs drive action and change?• What's a good performance indicator?• Aligning measurement with your strategy.
4.05 - 4.45pm	Simon McCrum - McCrum 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
4.45 - 5.00pm	Panel Session - all of the above speakers, plus: <ul style="list-style-type: none">• Jody Evans - Legal Eye Compliance• Stuart Cartwright - JMW LawShare Referral & Support Scheme <p>Conference ends at 5pm, but please then join us for drinks kindly sponsored by Moneypenny.</p>		