



Practice  
Management  
Excellence

# Strategic practice development programme for the Bar.

PME

# Built by listening to Members of the Bar

Our aim, through using our unrivalled experience, is to help alleviate the stress and worry that naturally occurs when building a practice. We can motivate and encourage Members of the Bar, equipping them to build a successful practice.

This unique 4 step course is built to deliver maximum effect and content integrity.

By attending these courses we help you discover how to build more business and revenue by gaining:

- ✓ Your own career strategy and the motivation to deliver it
- ✓ Your own business development action plan
- ✓ More tools to build better client relationships
- ✓ Your client offer will be clear
- ✓ Maximising networking opportunities and enjoying them

## Stand Out in a Competitive Market

This course has been developed by working with barristers, Practice Managers and Chambers' CEOs bringing you the direction and motivation needed to compete in the modern world. It will also assist you in helping your Practice Managers to promote your services more effectively.

You will benefit from:

- ✓ Speed of delivery
- ✓ Bespoke course content
- ✓ Sensitivity to competitive pressures
- ✓ Being relevant to all levels of call
- ✓ Specific strategies and actions that can be applied immediately



# A Comprehensive 4 Step Approach



## Professional Strategy Planning

Concentrate on strategic direction, understand your market potential, measure and manage growth to career maturity.

We will examine how to make positive change and keep you on track for success.

 2 hour group session

### Make a Plan



## Professional Business Development

Examine your focus and what you offer as a unique 'product'. Explore how to promote yourself and what you can do to look more attractive to future clients. You will be shown how to build a clear identity and each attendee will have an action plan on how to deliver clear messaging about your 'offer'.

 2 hour group session

### Know how to Deliver



## Maximising Business Relationships

Address why some people seem to be naturally successful and why some find it harder to succeed. Unravel your own deep personal motivations and how to use this to maximise your business potential. Discuss communication methods with clients and receive practical tips on how to maximise your network.

 2 hour group session

### Unlock your Full Potential



## Setting the Path

Conducted on a one to one basis in a confidential setting. Discuss the workshop elements and how they can be applied in your personal and professional strategy. We will address any issues and set an individual plan for business growth.

 1 to 1 coaching session

### Make it a Reality

“After a hectic day of work I had my reservations about going straight into a ‘Maximising Business Relationships’ workshop. However, my view had changed completely by the end of the session, and I continue to reap the benefits of this engaging and informative session, which has provided me with new approaches to many of the interpersonal situations that a Barrister can face in practice.”

J Santos, Barrister, 5RB



I was introduced to Don by a CEO from a prestigious London set, who was keen for the two of us to meet, as she thought we would be a good match, professionally and personally. Her judgement was spot on. So, over a pizza in Lincoln Inn Fields the Practice Management Excellence brand was first conceived as the personal development arm of ABC Chambers Solutions. This partnership, unique in this field, gives PME its bespoke and distinctive client proposition.

My experience of over 40 years as a Bar Clerk, including 25 years as Senior Clerk, along with the hugely experienced consultants who help to form ABC, has helped me cement my company’s reputation for providing unrivalled knowledge and first-hand experience. Putting this together with Don’s strategic managerial business experience, his qualified credibility and passion for people development makes us a unique duo that has become Chambers first choice for specialised business development support.

We look forward to welcoming you to one of our popular courses soon.

**Bill Conner**

ABC Chambers Solutions LLP

## Professional Development Experts

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For more information about our courses and what else we offer please visit:

[www.pmetraining.co.uk](http://www.pmetraining.co.uk)

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For prices and course bookings

Please contact Bill Conner on:

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For course structure and content

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