



“Surviving & rebuilding from a crisis”

Annual Conference 2020

"In this annual series we identify how the market has changed both now and in the future. After the initial shock of lockdown how have firms adapted to emerge in better competitive shape in a new environment".

The 2020 Outsource Annual Conference will be held against a backdrop of a sudden dip in commercial and private client activity during the lockdown phase. Huge uncertainties exist on how quickly the different work types will rebound and to what extent fee income will recover in 2020 and beyond.

The seminar will give on the ground experience of the different practice areas, look at the defensive measures firms need to take to survive, the tax opportunities that arise from the sudden change, the more difficult professional indemnity insurance environment and how to navigate that and finally, how good firms are rebuilding by concentrating on marketing. In short, the challenges have changed in the profession from finding the people to do the work to finding the work to keep existing personnel busy.

Who will benefit?

This seminar is suited to any Partner, Solicitor or Practice Manager eager to learn more about building a law firm, market developments, and ensuring the firm and individuals within it thrive.

What to expect?

Practical, on the ground view on each practice area, its likely prognosis for the coming 12 months and how to get work in through effective marketing.

- Legal market overview and the implications for firms
- Profitability and cashflow management throughout the period
- Implications for buying, selling and the merging of firms - what new opportunities will arise?
- Tax planning and savings opportunities from sudden profit adjustments
- This years Professional Indemnity Insurance renewal
- Marketing to survive and prosper in the new environment.
- How firms are adapting their marketing strategies to meet the changed working environment

CPD Hours 4: 3 Management & 1 Regulatory hours available



Sponsored by:



Speakers

- David Rowe - Founder, Outsource
- Donal Maher - Director, Outsource
- O'Leary Insurance Group - Regional PII Director & Cybercrime Expert
- Bernard Doherty & Courtney Cullen - Grant Thornton
- John Hogg & Victoria Hogg - Enlighten IC

Cost

(Take advantage of our multiple booking discounts – Cost includes both webinars)

- 1 delegate €110
- 2 delegates from the same firm €210
- 3 delegates from the same firm €290
- 4 delegates from the same firm €360

DATES

This year the seminars will be delivered **online**, over two sessions on the following dates:

Wednesday 23rd September at 9.30am

Wednesday 14th October at 9.30am

Please note the booking fee covers both sessions.

CPD Hours 4: 3 Management & 1 Regulatory hours available

To book please complete the booking form attached:



Sponsored by:



BOOKING FORM

Take advantage of our discounted rates for multiple bookings.

Price

One delegate €110
2 delegates from the same firm €210
3 delegates from the same firm €290
4 delegates from the same firm €360

Dates & Time

Wednesday 23rd September at 9.30am
Wednesday 14th October at 9.30am

The webinars will take place online over two sessions – the booking fee covers both sessions.

Delegate Details: Please enter name and email address for each attendee (to receive online link)

Firm Name: _____

Attendee(s): _____

Email(s): _____

Payment Methods

Online at the following link mysplink.com/outsource (Splink is powered by Stripe)

By cheque made payable to Outsource RM

You may also transfer the payment to the following account:

Account name: Outsource Consultants Ltd
IBAN: IE91 BOFI 9000 8481 9753 00
Swift Code: BOFIE2D

Please return this completed booking form with the appropriate fee to:

Outsource, Hambleden House, 19 – 26 Lower Pembroke Street, Dublin 2
Ph: 353 1 6788490 / Fax: 353 1 6788491
Email: reception@outsource-finance.com



Sponsored by: