



OUTSOURCE

“Change is constant....and accelerating”

Annual Conference 2021

"In this annual series we look at the major changes to the legal profession in the last 12 months and the likely lasting effects this will have on the sector".

This year has seen a period of unprecedented change for law firms of every size, not just in Ireland, but around the world. The Covid-19 pandemic has led to major changes in how, where and by whom legal services are delivered and many of these changes are set to remain even as restrictions are lifted. Far from a return to 'normality' Irish law firms are already seeing changes in work practices, technology, staff development, service delivery, and profitability that were previously considered 5-10 years from fruition. The last 12 months has also seen the introduction of new guidelines for awards in personal injury matters which are likely to significantly affect many practices throughout the country both directly and indirectly. How firms adapt to the many challenges and opportunities that have arisen will determine their success in the coming years.

The seminar will look at how the market is changing, the challenges that firms will face in managing and growing their practices in the coming 12-24 months, the opportunities that exist, and how the firm can adapt to thrive in the new environment.

Who will benefit?

This seminar is suited to any Partner, Solicitor or Practice Manager eager to learn more about market developments, changing work practices, and the requirements to ensure that their firm and the individuals within it continue to grow.

What to expect?

Practical, on the ground view on each practice area, its likely prognosis for the coming 12 months, and how firms can maintain profitability in a changing environment. Key topics include:

- Legal market overview and the implications for firms
- Maintaining profitability with a shifting cost base
- Attracting, retaining and developing talent
- Succession planning – developing new partners
- Managing the practice – the changing requirements and sharing the burden
- Implications for buying, selling and the merging of firms - what new opportunities will arise?
- This year's Professional Indemnity Insurance renewal
- Managing cyber security in a remote working environment

CPD Hours 4: 3 Management & 1 Regulatory hours available



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Speakers

- David Rowe - Founder, Outsource
- Donal Maher - Director, Outsource
- O'Leary Insurance Group - Regional PII Director & Cybercrime Expert
- Other legal sector specialist

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 6th October at 9.30am (2 hours)

Wednesday 20th October at 9.30am (2 hours)

Please note the booking fee covers both sessions.

CPD Hours 4: 3 Management & 1 Regulatory hours available (1 free Solicitors Accounts Regulatory hour available also to all attendees)

To book please complete the booking form attached:



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BOOKING FORM

Take advantage of our discounted rates for multiple bookings.

Price

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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



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