



Practice  
Management  
Excellence

# Individual Personal Development for Chambers' Practice Management

PME

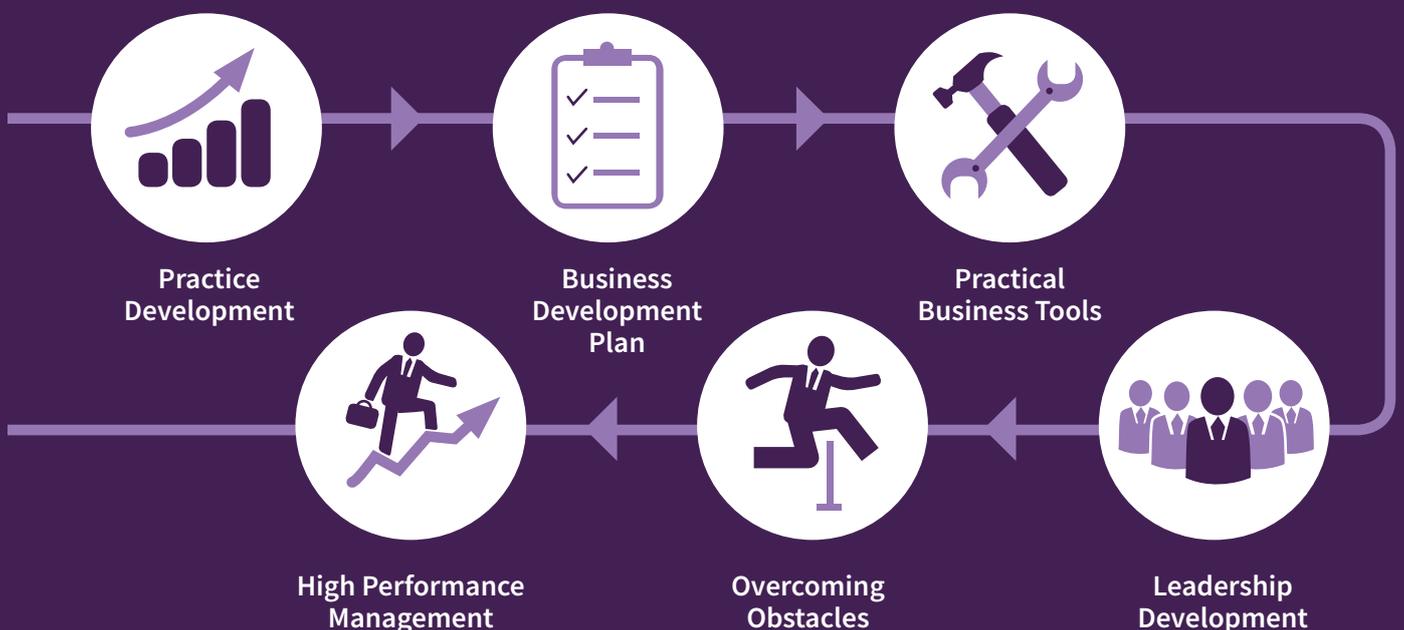
Our one-to-one personal development programme is designed to give practical support for busy Practice Managers. If you can't attend our training courses, or you prefer a more individual approach, we work with you at your own pace.

## Support to deliver your personal and business goals – it's your agenda

*This industry unique one-to-one development programme is built to provide maximum support and deliver the best results, with confidentiality and integrity.*

We will work with you on an individual level to help with what you want to achieve. Typical requests for support include:

- ✓ Enhanced and effective practice development meetings
- ✓ Assistance in building a chambers' unique business development plan
- ✓ Have better people management skills, for clients, members and staff
- ✓ Development of your own leadership style and career progression
- ✓ Identifying personal obstacles and how to overcome them to gain success
- ✓ Marketing, presenting and pitching for new work
- ✓ Chambers' branding for recruitment of new members.



# Don't leave your own success to chance

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*Life in chambers is fast-paced and sometimes challenging. The unique culture of handling the needs of the self-employed professional, and a practice team, can be challenging.*

We will help you build an objective and individual programme. From this we will help you set and reach your own targets, providing you with the best possible chance of success.

By tailoring personal development to your own needs. You will enjoy:

- ✓ Personal and unique one-to-one development
- ✓ Confidential and objective sessions
- ✓ A location of your choice, at the pace you feel comfortable with
- ✓ Flexibility in times to suit your work pressures

# What to expect from your sessions:

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We will start with asking what you want to achieve from the meetings and what the end result looks like. We will then pick from our PME Training programme the relevant exercises to reach your goals.

We will work alongside you ensuring the achievement of your objectives, and help you with your personal and business goals.

# The programme:

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We do not clock-watch, but each session typically lasts, 2.5 - 3 hours. These sessions are undertaken at your chambers at a time that suits you. For optimum results, we recommend booking a series of sessions. Session dates are fixed at the end of each meeting.

# Prices:

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*One session £490*

*Three sessions £1380*

*Six sessions £2580*

This can be the most cost effective method of personal development as it is bespoke to you and what you want to achieve. We work with you to achieve tangible results.

## Interested?

Please contact Don Turner by emailing [don@pmetraining.co.uk](mailto:don@pmetraining.co.uk) or call **07775 074 568** for a no-obligation and confidential meeting.

Don and PME training provided one to one development for one of our most experienced clerks. I felt the clerk in question would get more out of this more targeted approach to knowledge development than they would from the more traditional group training style sessions. The sessions proved to be excellent. The clerk really enjoyed them and the improvements in an already excellent clerk have been significant.

Vince Plant, Chambers Director, Devereux Chambers



## About PME

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 personnel 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 professional credentials and qualifications, his personal credibility and passion for people development makes us a unique duo that has become Chambers' first choice for specialised business development support.

**Bill Conner**  
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# Professional Development Experts

For more information about our courses and what else we offer, please visit: [www.pmetraining.co.uk](http://www.pmetraining.co.uk)

For more details about what you can expect from this programme or to arrange an informal discussion, please contact Don Turner:  
[don@pmetraining.co.uk](mailto:don@pmetraining.co.uk)  
Tel: 07775 074 568



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