



Practice
Management
Excellence

Business
development
programme.

Individual coaching
for Chambers
Practice Managers.

Built by listening to you

Our one-to-one business development coaching programme is designed to motivate and encourage Senior Practice Managers who are running busy clerking teams. We work with you at your own pace, to assist you with developing your skills and management style.

Support to deliver your business goals

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

By engaging in our programme we help you discover how to improve the practice team and Chambers revenue by gaining:

- ✓ Enhanced and effective practice review meetings
- ✓ A business development action plan
- ✓ Rapport building tools for clients, members and staff
- ✓ Identification of your own leadership style
- ✓ Clarity of any obstacles and how to overcome them to gain success
- ✓ Increased confidence in managing your practice team for high performance



Don't leave your own success to chance

Modern business leaders, including many in the legal profession, are increasingly using coaches to assist them with direction in achieving their goals. Our programme will help you build an objective platform from which to set and reach your own targets. By using our one-to-one coaching programme, you will be investing in giving yourself the best possible chance for long-term success.

This is a bespoke programme, tailored to your 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

A unique blend of training and coaching

What to expect from your business development coach:

Even if we know what we want, we often fail to reach our goals. This can be due to a lack of clarity of these goals, a lack of focus, time and other resources needed, or the structure required to facilitate change. Your Practice Coach will assist you with setting your own personal goals. Using business development exercises, they will help you form, implement and manage a development plan that fits with your own personal and professional profile.

The programme:

We use a unique blend of training and coaching techniques to deliver maximum impact and value.

We will come to you at your place of choosing and conduct a series of one-to-one 2 – 3 hour sessions.

The following packaged options are available:

Bespoke development

£490 per session

We will consult with you and give very specific support in areas where your personal or professional development is needed. You may already be very successful in your Chambers, but want to develop your direction and confidence in identifying and reaching new goals.

Business development for Chambers

6 sessions £2850

During these sessions, we will take you through various exercises to clarify what you are trying to achieve and the steps needed to ensure success. We will examine how you can eliminate conflict, manage your teams to attract new clients and develop more business for members of Chambers.

Business development for Chambers and delivering change

12 sessions £5400

This full programme delivers previous sessions, embedding change and direction. You will receive very detailed and specific support to assist you in reaching your own personal and business goals. We will identify any development needs enabling you to overcome personal or business obstacles, giving you a better chance of success.

Interested? Please contact Don Turner by emailing don@pmetraining.co.uk for a no-obligation and confidential meeting.

“I found working with PME has really helped my motivation in coping with a fast changing business world. I now have a clear vision of how I can manage my staff to get better business results for Chambers and run much improved practice review meetings.”



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

bill@abcchamberssolutions.com

Tel: 07557 670560

Professional Development Experts

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

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

Tel: 07775 074568



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