

# An outstanding opportunity for Chambers' Senior Management to attend the industry's foremost training programme on strategic business development and leading change.

## DAY ONE

### Strategic Business Development for Modern Chambers' Management

🕒 10:00 - 17:00

- Identifying the challenges faced by modern Chambers
- Branding for Chambers and your members
- Constructing a Client Value Proposition
- Pro-active new business generation
- Business development strategies
- Practicalities and implementation

"The course was very enjoyable, practical and informative, and gave me some fresh ideas and strategies to put to use back in the workplace. I thoroughly recommend it."

Annette Bushell - Practice Manager - St John's Chambers, Bristol

"In a world of diminishing returns, this two day course was enjoyable, thought provoking, relevant to all market areas and value for money. I came away with ideas and the belief that things can change for the better, even in a criminal chambers."

Martin Seccott - Chambers Director, 9 Bedford Row

## DAY TWO

### Managing the challenges of Chambers' unique business structure

🕒 9:00 - 16:00

- Herding cats!
- Practice management, members' and self-motivation
- Leading Chambers through change
- Developing a motivated employee culture
- Members' practice development
- Managing the psychology of self-employment

"I confess to having had a degree of cynicism, but would congratulate you instead on the programme and the delivery. Thank you."

Wendy Holmes, Administration Manager, Monckton Chambers

"I found the two sessions a fascinating insight into the psyche of both clerks and barristers alike. It is going to greatly assist me in the future in how I approach both their practice management, and how I market them and Chambers. I would thoroughly recommend the course to any staff at senior level. It will undoubtedly make them think about Chambers' management in new ways."

Matt Sale - Senior Clerk, Outer Temple Chambers

# Engaging : Non-intimidating : Professional

## Booking Details

---

These practical sessions will run with a limited number of delegates, so we can protect the integrity of the experience, and make the outcome as bespoke as possible to you.

This event is a professional networking opportunity, and a chance to work with like-minded professionals.

### Course venue

This course will be run at a central London venue.

### Cost

Each 2-day course is £995 per delegate which includes:

- All course material, delegate packs, further reading and reference material.
- Lunch and refreshments.

### Booking your place

To book your place contact Bill Conner on:  
[bill@abcllp.com](mailto:bill@abcllp.com)  
07557 670560

"I really enjoyed the course, and after 40 years in the job, I was surprised how much I learned."

John Killgallon, Senior Clerk, 7 Harrington Street

"I found this course very thought provoking. It was valuable to meet my peers and share our experiences. I came away from the two-days enthused about our chamber's unique brand and how we could develop it."

Clair Wadden, Senior Clerk, Unity Street

## 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 bespoke pricing and course bookings

Please contact Bill Conner on:  
[bill@abcllp.com](mailto:bill@abcllp.com)

Tel: 07557 670560

---

For course structure and content

Please contact Don Turner on:  
[don@pmetraining.co.uk](mailto:don@pmetraining.co.uk)

Tel: 07775 074568

---



Practice  
Management  
Excellence

"PME training delivered this two-day course in an engaging manner. I also found the exchange of ideas and experiences with the other senior participants, which Don and his course material facilitated, really interesting. I took many more ideas back to Chambers than I was expecting and really enjoyed looking at a few topics from a different perspective. This made the whole event relevant for senior practice managers with a modern approach to business"

Vince Plant, Chambers Director, Devereux