

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

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 attended a two day training course designed for senior management. From start to finish, I found the course to be extremely informative and thought provoking. It was refreshing and rewarding to sit around a table and share ideas and problems with colleagues from other chambers from around the country - I would go as far as to say it was cathartic!

Don's approach to business planning and strategic business development was spot on. I have taken away a number of ideas and applied these into my daily working life."

Joe Wilson, Chamber's Director, St Philips Chambers

"The course was nothing but brilliant, on point and very relevant in modern clerking. It rejuvenated and refocused my thoughts."

Mark Windebank, Senior Clerk, No18 Chambers

"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 Secrett - Chambers Director, 9 Bedford Row

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 Nicky on:
nicky@pmetraining.co.uk

"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

For course structure, or to discuss bespoke bookings, please contact:

Don Turner on: 07775 074568

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Bill Conner on: 07557 670560

bill@abcllp.com



Practice
Management
Excellence

"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

"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